

Hypnotherapy Revealed Introduction to hypnotherapy

by Dan Jones

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Hypnotherapy Revealed Series

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INTRODUCTION

When I was about 14 years old, I saw a Paul McKenna hypnosis documentary on TV that got me hooked. Being autistic I struggled with communication skills and

social interactions. I had seen Paul McKenna's TV stage-hypnosis shows and wanted to know how to do this thing called hypnosis, as I thought it would make my life so much easier. The perspective I had from watching the stage-hypnosis was that the hypnotist clicked their fingers or did some other equally as mundane action and somehow this managed to make people close their eyes, go loose and limp and become responsive to the hypnotists' suggestions seemingly without question. I didn't know how this worked, but I knew I wanted to learn it. I thought if I can figure out how to hypnotise people then social interactions would become so much easier. I could click my fingers, hypnotise teachers or fellow students in school and then tell them what I want them to do. This was my perspective of communication, it wasn't about reciprocity, it was all about me, what I wanted to talk about, how I wanted things to go. It wasn't about two-way communication and I would rarely think of others in relation to social interactions and communication.

That changed when I saw Paul McKenna's hypnosis documentary *Paul McKenna's Secrets of Hypnosis*. That documentary was the first time that I saw hypnosis being discussed and used therapeutically. It also included a segment with a hypnotist hypnotising someone and Paul doing a voiceover to say that hypnotic inductions aren't allowed to be shown in full on British TV, so the induction will be shown with the sound off and Paul will explain what the hypnotist is looking for while they are hypnotising the subject.

This phrase 'what the hypnotist is looking for' was followed by Paul talking about the hypnotist noticing the reddening of the face, the slowing rate of breathing, the flickering of the eyelids, and how these are signs the person is focusing inward and becoming hypnotised. This was a lightbulb moment for me. Until this point I didn't know anything about body language, I didn't realise that there were visible signs that revealed what was going on inside someone's mind and body. It got me thinking, if there are visible signs for someone becoming hypnotised, maybe there are visible signs if someone is angry or scared or happy. I obviously knew that if someone was crying they were probably sad, if someone was violent they were probably angry and if someone was laughing they were probably happy, but I wasn't good at picking up on subtler non-verbal behaviours and I definitely wasn't good at working out what caused these responses and why people had them.

Over more than 25 years since I started my obsession with hypnosis and the ways people communicate, I have encountered many people who think the way I used to think before I saw that Paul McKenna documentary. They too, may have

seen stage-hypnosis and the way the hypnotist appears to have instant control over the experiences of subjects, where subjects respond fully and unquestioningly to the hypnotist's suggestions, no matter how ridiculous and hypnosis. They have also seen the trance like state induced instantly in everyone and a hypnotist must be able to use this *power* to suggest away people's problems just as easily as they can alter people's reality and experiences on stage. People will either believe what they see and be interested in it, or think there is no-way someone would be able to do that to them, so they believe hypnosis must be play-acting or something that would only work on weak-willed people. Some will claim "hypnosis doesn't exist" others will see the power and control the hypnotist seems to have over people against those people's will and so assume it exists but "hypnosis is evil" and will talk about it as if it is linked to occult practices or devil worship.

Before watching the documentary, I assumed that it was possible to learn the secret behind whatever it was that the hypnotist was doing to be able to click their fingers and have people hypnotised. I often clicked my fingers; no-one ever became hypnotised by it, angry sometimes, but never hypnotised. I thought there must be some magical way of doing it so that I could hypnotise and have instant control over anyone. Out of a desire to control my environment as a teenager I was interested in different occult areas, I explored salt rituals, magic spells, psychic command and more. People would talk about these things as if they were real and as if they got results from doing these things. This is also how the books were written. The authors of the books would write them as if everything they were writing was true and that what was written wasn't to be questioned.

I didn't think about hypnosis being used in therapy until watching the documentary, but from reading some self-hypnosis books I had bought it looked like *hypnotherapy* was hypnotising someone and then telling them that they would no longer have their problem and perhaps suggesting an alternative such as "you will stop smoking and have healthy clean and clear lungs" or using aversion suggestions like "cigarettes will taste like tar, if you take a drag on a cigarette it will feel like tar pouring down your throat."

This approach played into the appearance of being like magic spells. The books on how to do magic spells were very similar to books on self-hypnosis, just slightly different wording. The magic spells would involve a ritual to put yourself into a *trance* which could be reciting specific words, doing certain actions or a mantra, or focusing on a symbol or flickering candle. This ritual connected you with the spirit world or similar followed by reciting the spell,

sometimes repeatedly for a period of time and then looking out for signs that the *magic* is working and noticing changes as they begin to happen in your life.

The success of spells, when done on things you have control over, comes from the process you have done. By looking out for evidence that the spell has worked, or evidence self-hypnosis has worked, means your attention is focused on noticing positive changes, and as you notice these changes this confirms that change is occurring and increases the chances change will continue to happen. After watching the Paul McKenna documentary, I realised that hypnosis isn't exactly what it appears to be on first impressions. I learned that hypnosis could be used therapeutically and that it was based on observations of the person being hypnotised, which made me think maybe anything that could encourage the changes you are looking for in someone could perhaps be used to hypnotise people. I didn't have the skills or knowledge at that time to know what I needed to do to hypnotise people, so I trusted self-hypnosis books which contained hypnotherapy scripts, and assumed that the writers of these books must know what they are talking about, so I first started using scripts.

What I want to present here though, is for you to take a different path to the one I took. I started learning hypnosis with scripts, believing that somehow the people who wrote the scripts had some special knowledge and that the way the scripts were worded was the way things had to be said. **This is incorrect**. The scripts are just the authors views on one way that things could be worded, they aren't the way you MUST do hypnosis or therapy, and often what you find in a script won't be what is right for a client sat opposite you in a therapy session. I want you to dive straight in to doing unscripted hypnotherapy. Book three of this *Hypnotherapy Revealed* series is full of hypnosis and therapy scripts, but by the time you get to book three I want you to be confident that you can hypnotise and practice without scripts. The scripts just give ideas for the types of things you can say and do to hypnotise people and ways you can word things. Various hypnotic techniques are covered in this book, reading scripts is a helpful way to see how these various techniques can be applied when inducing hypnosis in different ways and when working with different problems.

Before you hypnotise or work therapeutically with people if you aren't already trained you should take professional face-to-face training where an experienced instructor can assess your abilities and you can get at least dozens of hours of practice at hypnotising and working with people in a safe and controlled environment, and you should never work with people with problems you aren't qualified and trained to treat.

Hypnotherapy is an unusual therapeutic modality. You don't find counsellors, psychotherapists, youth workers, parenting support staff, educational support staff, social workers, family therapists, addiction counsellors, cognitive-behavioural therapists, psycho-analysts, or any other talking therapies workers feeling the need to do all their work with a script. Yet many hypnotherapists want a script for working with this type of client and a script for working with that type of client, yet they are doing talking therapy the same as all of these other professional's but worryingly don't seem to believe in themselves and their training enough to do the *therapy*.

In this first volume of my *Hypnotherapy Revealed* series I cover an overview of hypnosis and hypnotherapy, of the trance nature of reality and about the pattern-matching brain. I share the underpinning knowledge to understand what to do when working hypnotically with people and also teach you about self-hypnosis and structured hypnotic inductions.

INTRODUCTION TO HYPNOTHERAPY

The way I like to teach people is from the deepest level up, rather than the surface level down. My experience is that most hypnotherapy courses and books teach the surface level information first and many never touch on the deeper nature of things. They will often give you an explanation of what hypnosis is, perhaps some history of hypnosis, and then they will teach you some techniques for doing hypnosis. When you understand the deeper nature of trance and pattern-matching and the different ways hypnosis can be evoked you don't need to have structured inductions or techniques for doing hypnosis: you can create your own ways of eliciting hypnotic responses in people in a *client-centred* way that is unique to each person you work with.

This first volume will teach you various theories of hypnosis including what I think hypnosis is, it will teach you different ways hypnosis can be evoked and deepened and will teach you how you can use self-hypnosis for yourself and why it can be helpful to teach clients self-hypnosis. You will also learn a selection of hypno-therapeutic techniques, how to carry changes from within therapy sessions and into clients lives and how hypnosis fits into therapy because there is a misconception that hypnotherapy is somehow different from other psychological therapies when in-fact hypnotherapy is just some form of therapy done with hypnosis as an adjunct to that therapy, hypnosis itself isn't a therapy.

THE TRANCE NATURE OF REALITY

We are going to start this book looking at trance and the trance nature of reality. Hypnotists and hypnotherapists will often talk about *hypnotic trance* and they will use the word *trance* to mean a state that the hypnotist is guiding the client into. The idea of trance and states is an interesting one. There is no known *state* that is the hypnotic state, so hypnosis researchers are largely in agreement against the *state* argument for hypnosis and in favour of a *non-state* model of hypnosis, mainly variations on the socio-cognitive model of hypnosis (we look at theories of hypnosis in a later chapter).

What I will be sharing here is my view of what trance is and breaking the idea of *trance* away from *hypnosis*. It may seem odd that I have just said that no *hypnotic trance* has ever been identified despite significant advances in brain scanning technology, but that doesn't mean there isn't something I would call *trance*, and this is a mind-body phenomenon. There isn't a single entity called *trance*, and I will give a definition of what I would call the *hypnotic trance*.

You are never not in a trance

People are always in a trance. The question isn't "is someone in a trance or not?" The question is "what trance is the person in, how deep are they in that trance and does it include the hypnotist?"

Trance is really just a term to describe focus of attention. This focus of attention can span the conscious and non-conscious aspects of ourselves and there is a hierarchy of importance of the attentional focus. This will all make sense as you read through this chapter, as this all links back to what my theory of hypnosis is.

Non-conscious: That which is not currently conscious

In my books you will read a few terms. One of those terms is *non-conscious*. Often when you read hypnotherapy books or attend hypnotherapy training

courses they will teach about the conscious and unconscious minds. I will often use the term *unconscious* when doing hypnotic work with people because it is a term they are more familiar with, but to me I don't think *unconscious* is the correct term to use. The idea is that you have a *conscious* mind and an *unconscious* mind (this is often how I talk about it with clients, and I use this wording specifically for a hypnotic and therapeutic reason I will reveal later), but there is a flaw with this idea – **you don't have an unconscious mind.**

You have implicit processes, these are things which happen without conscious control. Your heart is beating, you are breathing, neurons are firing in specific patterns to create thoughts, awareness and interpretations, millions of cellular processes are taking place every second throughout your body, even changes at the level of your DNA. All of this, and more are happening without you consciously controlling any of it. In fact, it would be a daunting and likely impossible task to do all of these things consciously, and if you forgot to do even one thing the outcome could be catastrophic for you – imagine getting distracted and forgetting to do whatever it is you have to do to beat your heart every second or so, and even more frequently if you start exercising or you need to escape danger.

So, the implicit processes are all unconscious. Using hypnosis, meditation, or some other mind-body practices, you may be able to direct some of these processes and some you can have limited control over, like breathing, you can choose to speed up or slow down your breathing, but you can't consciously permanently stop breathing. The worst-case scenario is that you would pass out and while passed out your breathing will continue on its own, it won't remain stopped.

Under the definition of the unconscious mind are all of a person's life learnings, memories and experiences. This is where the term *unconscious* becomes the wrong term because many of these things may be *unconscious* at one moment and then *conscious* at another. You may not have thought about your fifth birthday until something reminded you of it, so it isn't like there are two minds, a *conscious* and an *unconscious* mind, there is a single brain and the spotlight of conscious attention is very narrow so it only illuminates a small amount of information in any given moment, and some information is locked away and truly *unconscious*. *These* are things which can only be done non-consciously, although you can have some conscious guidance over some of these processes. When you look around or read this, most of what you think you see is actually made up and is very low resolution. Huge amounts of data enter your brain

through the senses, this would all be overwhelming if you were to experience it unfiltered so your brain decides non-consciously based on past knowledge what perspective of reality to share with you. This is important to understanding trance.

Because you don't technically have a *conscious* mind and an *unconscious* mind, but instead you have a single mind with a beam of conscious awareness and everything else is outside of that conscious awareness; I prefer the term *non-conscious*. Some of what is non-conscious are implicit processes, other things that are non-conscious could be conscious if you focused on them.

What is a trance?

When someone watches a film on TV or in the cinema they go into a trance. The more absorbing the film, the deeper they enter trance (likewise with playing computer games). The trance becomes increasingly focused the deeper the person goes. The person in trance may ignore someone asking if they want a cup of tea, or they may answer but not be aware they answered. The deeper they are (the more absorbed they are) the more responsive they are to what is happening on the screen. If they watch a horror film and aren't really paying attention they don't have much change in anxiety levels (sweating, pulse increasing etc.). If they are in a dark room and really absorbed in the film, they will jump at scary bits, they will feel scared with faster pulse, sweating etc., they may even become absorbed enough to separate from reality to the point they temporarily believe what they are seeing. They may not realise this though until after they have watched the film and feel uncomfortable turning the lights off. This is a sign that they did believe what they were watching while watching it, as they are still in that trance and having a seemingly irrational response because they know consciously that they are at home, likely safe and definitely not going to have what they saw on the film happen to them here and now.

I mentioned that there is a hierarchy of importance of the attentional focus, this hierarchy starts non-consciously within our autonomic nervous system (Kincaid, 2013). As information enters our senses our attention is focused initially based on our immediate survival, the first stage is an immediate behavioural reflex without involvement from the brain – like when you touch a hot stove, you pull your hand away before you have time to register pain, have an emotional reaction or say "ouch". The next level up laces the incoming sensory input with high levels of emotion and is around whether we should fight, flee or freeze, processed through our parasympathetic and sympathetic nervous system, there is a greater chance of prediction error at this level because it is more important to

be safe than right. As information passes up through the brain it gets increasingly processed as more time is taken over the information, responses can be more complex, and there is a reduction in prediction error. For example, say someone has a fear of snakes and they are walking along a woodland path and there is a snake-shaped stick on the path a short way in front of them. The eyes take in information, while this is being processed within the brain the stick matches a pattern for resembling a snake. This triggers the fight/flight/freeze response and a rush of emotion causing fear or anxiety. Consciously at this point the person doesn't know why they suddenly feel scared and ready to run, they may initially freeze because of how they feel, this short moment of freezing gives a bit of time for a signal to arrive that directs their awareness towards that stick, then they become consciously aware of it and either run before they consciously process what they are seeing, or take a second or two to take in what they are seeing, giving their brain time to process that it is just a stick and not a snake. Each of these stages reduces uncertainty and makes the patterns matching more accurate.

Next, we focus on medium and longer-term survival which is mainly processed by the central nervous system (Bell, 2013). This is focusing on food, water and mating, the focus above this is on novelty and new learning (we learn instinctive responses in relation to survival situations at an earlier stage than this). Therefore something we have never seen before catches our attention, or something we have done for the first time, or just learnt, gives us a rush of dopamine which is a feel-good hormone giving us a small high. This focuses our attention on wanting to do more of the same or to continually progress. Dopamine isn't so much a 'pleasure' or 'reward' chemical, it is more of an 'attention' and 'motivation' chemical (Salamone & Correa, 2012). If you see someone you find attractive, you will get a release of dopamine which may make you want to approach the person, if you approach the person and fail, but feel like you nearly succeeded then you will get a dopamine rush despite failing which encourages you to try again. The same thing happens when you invent something. Imagine being a stone age person and seeing lightning strike a tree, you go over to that tree and realise that the glowing, crackling light around the tree is hot. You decide to take a branch with the glowing, crackling light back to your cave and use this fire to keep warm. Seeing the lightning strike would give you a dopamine rush, realising the fire was warm would give you another rush at this discovery, realising you have a good idea and can use this fire to keep yourself and your family warm would give you another rush. Thus, realising this fire can spread to other wood and can catch other things on fire would give you another dopamine rush. Each of these bursts of dopamine narrow and focus your

attention around the novelty or new learning. They encourage new neuronal growth and because the dopamine fades with time and the same thing doesn't give you the same 'high' you have to keep learning, keep doing more to keep getting the same *feel-good* sensation. This drives civilisations and helps to encourage creativity, but consciously you aren't normally aware that your behaviours are being driven in this way. Dopamine operates like a behavioural activation chemical motivating you to do specific behaviours. It isn't just about *towards* motivation, dopamine also leads to *away-from* motivation. You get spikes of dopamine at times of high stress to focus your attention and motivate you away from the stress, for example noticing a threat will release a spike of dopamine to motivate you to run away from the situation. It helps to make you 'want' to do a behaviour (Salamone & Correa, 2012).

All of this can happen with very little to no conscious awareness or involvement. We also respond to communication non-consciously. Before conscious awareness developed we were creatures living in the present, responding to the world around us instinctively. Consciousness likely developed 500 million or more years ago initially life just responded to the environment in a very basic inthe-present, towards or away-from way, then over the millennia the range of sensory input increased, meaning more processing power was needed to make sense of all the incoming information. Nervous systems became increasingly complex. Obviously, an animal that could see light and dark had greater chances of survival over an animal that had no vision but was the same in all other regards, then an animal that could make out shapes would have an advantage over the animal which can see just light and dark, and an animal which had depth perception would have an advantage over this animal. With each stage of evolution there is an increase in information that needs to be processed, if an animal can't process that information fast enough it probably won't have an evolutionary advantage. It maybe that a trait develops – like an improvement in vision, that pushes current processing power to the limit, but this may encourage neurogenesis, and over time some of the animals are born with greater neuronal capacity and can more comfortably process the incoming information.

As millions of years passed more complexity and nuanced ways of responding developed. As mentioned above, there is still the rapid responding which isn't very accurate but great for immediate survival, but then over time the nuanced ways of responding help the animal to make better judgements over when to expend energy escaping a predator or hunting food, and eventually basic conscious awareness develops allowing for the animal to not just respond instinctively based on past experiences but to plan based on past experiences and

to foresee potential future outcomes. This conscious awareness has continued to develop into an awareness of the self, an ability for abstract thought, for increased creativity, flexible communication system and so much more.

We are so used to our conscious awareness that we don't often realise how incredible it is. We often give it more credit though than it deserves for guiding our behaviours. We act out behaviours, often instinctively in response to the world around us, and yet because we like to feel a sense of agency and control over our lives, we tell ourselves an ongoing story about how and why we decided to do the things we do. That isn't to say that we don't decide to do things and don't have freewill, it just isn't quite what we think it is, our conscious decisions are based on the trance we are viewing reality from within, rather than a free choice. If someone is depressed and faced with a situation they will be likely to make a different decision to if they were feeling happy and optimistic about things. The higher cortex is a far more recent part of our brain and one of the last areas to be informed of incoming signals, so it has far less control over things than we think. Many therapies talk about thoughts coming before emotions and then behaviours yet all the sensory information entering our brain is processed and triggering emotions long before thoughts arise. A quote I like is "You cannot feel love and think hate. But you can think love and still feel hate" (Larkin, 2011).

I like to think of trance-reality like music, every point of attention is like a musical note, the resulting flow of harmonies and discords is our trance experience. Sometimes we may have many notes playing simultaneously, or we may have many notes playing one after the other as attention flows, or we may have just one or two notes playing at a time which could change to a few other notes over time, or we could have just one or two notes playing continuously. Notes may be emphasised and played loudly or softly. Some notes may stand out more than others and be easier to focus on, even if we don't like the sound of them and the resulting music is our own unique trance experience, so no two people will ever have exactly the same experience. Everyone, even when presenting perhaps with the same problem, like depression, will have their own mind-body experience of depression. There may be similarities, but their experience will be unique to them as an individual. The fewer notes played the purer (deeper) the trance. Often it is in some of the supporting notes; that is the way to crack the negative trance and help the person into a more positive trance, like a DJ merging songs from one song to another, starting at a point where the songs overlap, perhaps just on a few notes or a particular rhythm, or changing the speed of a song to start to match another song, and gradually transitioning into the next song.

For a trance to include the hypnotist (or another person) they need to be involved in creating the trance, or involved in the trance in some way, and the subject needs to continue to allow them to be involved. Love is a natural trance state where you have allowed someone to be involved in your trance. It is by thinking about them, or things associated with them, or seeing or talking to them that puts you into that *love* trance. All of these associations are like triggers for the trance in the same way a hypnotherapist may say "when you see that packet of cigarettes you will feel pleasure at knowing you can leave that packet shut." Likewise, the hypnotherapist wants to be a part of the clients' experience, so that as they talk with the client they go into a relevant trance but allow the hypnotherapist to be a part of it; they can then help support them from where they are, to a preferred trance. If the hypnotherapist doesn't do this, they may as well say "go in to a trance and do whatever you want."

Trance is a mind-body state from within which you experience the World

Trance is a focused state of attention. When someone goes into a trance they view and experience the world through that trance. All emotional states are trance states. When someone is angry they go into an *anger trance* where they see only their point of view, everything is black or white, whilst in that *anger trance* their digestive system shuts down, their immune system is reduced, and many other physiological changes take place. The angrier they are, the more focused they become, and the greater the changes to their mind and body and the more fully they enter a mind-body state of anger. I've dealt with people trying to kill others and felt no risk to myself as they are so focused on the person they are trying to kill, it is as if I'm not there. Depression is another common trance state where people take on a specific thinking style (everything good that happens is someone else's fault, everything bad that happens is their fault, things are always bad and any good that happens is a *one*-off exception).

As well as obvious emotional trance states like these, people also go into trance doing everyday tasks. To carry out any task without thinking about it (like tying shoelaces, brushing teeth, shaking hands, driving) people enter an *autopilot* type of trance. Many rapid and shock inductions occur by interrupting these automatic patterns (pattern interrupt inductions). For example, if you put your hand out to shake someone else's hand and then do something different in the middle of the handshake you take their natural trance and interrupt it, creating a focused state of mind where they are still in that trance because they haven't completed the pattern and for a moment they are waiting for something that will

inform them what to do to close the pattern. This is the point the hypnotist gives a direct idea for the person to follow, in hypnosis this is usually for the person to "sleep" the person interprets this to mean to be hypnotised and responsive to the hypnotist. If the person doesn't feel comfortable with this they will usually just ignore the idea, or momentarily go with the idea and then bring themselves back out of it moments later. You haven't taken over their mind or anything! That isn't what hypnosis is about: it is about communicating ideas and people deciding, largely non-consciously, whether they want to engage with those ideas or not.

Whenever you interrupt a pattern the orientation response fires in the person's brain. This response is not normally physically noticeable. On occasions it can be though. For example, hypnagogic jerks are sometimes the result of the orientation response, PGO (Ponto-Geniculo-Occipital) wave. The jump you get when you hear a loud bang and want to know what it is, is also the response firing. Once it has fired you wait momentarily in a state of limbo (a trance state, likewise, if a natural pattern is interrupted you pause in that trance state) where your brain is primed to update neural connections. This for many people is only a pause for a second or so while your brain latches on to what is happening next, or what the explanation is (for example: discovering the loud bang is a car backfiring or being told to "sleep" by a hypnotist (either overtly or implied) just after having a pattern interrupted) the person then acts on this information. Most people can ignore the information or snap out of it at any moment as new information comes in. So, if they didn't want to be hypnotised and noticed they were being hypnotised they could decide not to follow what the hypnotist is saying and come out of that trance.

The question isn't whether someone is in a trance or not, the question is what trance are they in and how deep?

There are many natural trances (including what could be termed a hypnotic or *optimal learning* trance). Anger is a trance state, so is love or relaxation. The stronger the emotion generated the deeper and more focused the trance. The more focused the trance the harder it is to transition to another trance, especially one that is very different. So if you are in a depression trance you are unlikely to suddenly enter a happiness trance. It doesn't mean you can't, but it isn't likely to happen just because the person wants it to or tries to think about that different trance. When I worked in residential homes, myself and some other staff were managing someone who was being very aggressive, he was definitely in a deep anger trance. We were managing him calmly and containing his behaviour but

he wasn't calming down. Then a member of staff passed wind and suddenly the aggressive person started to laugh uncontrollably. The novelty and unexpected nature of that person passing wind broke through the anger trance where calm talking and reason failed.

What hypnotherapists would term the 'therapeutic hypnotic trance', is accessing the flow or optimal learning state, which includes activation of the REM state which is the neurological process that occurs to update patterns of behaviour. This doesn't mean it is necessary to put someone in that state to get phenomena though, it is just the state we update patterns and learn best in. We access this state naturally when we are learning something new. Students in class who are learning will often gaze off as if in a daydream while their brain integrates their new learning with what they already know. The same happens every 90-120 minutes or so, something called our basic rest and activity cycle (BRAC) (Kleitman, 1982). This is a cycle that goes from a peak of alertness and external focus, down to a trough of inner focus or daydreaming. It is like a computer programme autosaving every hour and a half or two so that information is retained. If at these times you notice you are beginning to daydream and so you grab a coffee, and you keep doing this every time you notice yourself beginning to daydream, this can impact on your ability to learn and remember. At night we use dreaming as a way of consolidating new learning and updating patterns of behaviour. This is like clicking the save button on a computer programme to do a proper save of the days content.

People talk about depth of trance and want to know how to get deep trance. A trance is deeper the more focused it is, this includes totally diffuse trance states where the focus is so broad and all-inclusive that there becomes only one awareness, an open awareness of everything. The focus could be attaching to focusing solely on one thing, whether this is a thought or idea or feeling, or object, or un-attaching from focusing on anything, to allow everything to float by without latching onto any thoughts or ideas or feelings.

In therapy a trance can be achieved easiest by focusing on the problem and the elements that make up the problem, whether this is stages of the problem or feelings underlying the problem, or by focusing on the solution and what will be experienced when the solution happens. To deepen the trance, you just ask for more detail so that the client has to focus more on the experience to find that detail and in doing so they go deeper into that trance. You can then work from within the trance of the problem or the solution to help the client to create change and update their patterns of behaviour.

Hypnotic Trance Indicators

There are many indicators that someone is in a *hypnotic* trance, or a deeply focused state. Often, the more absorbed in any specific trance someone is, the more pronounced indicators can be. Here are some indicators of *hypnotic* trance:

- Catalepsy
- Automaticity
- Different voice quality
- Shorter sentences and words
- Relaxed muscles
- Less body movement
- Economy of body movement
- Smoother facial features
- Lack of startle reflex
- Takes things literally
- Slow or no swallowing reflex
- Slow or no blinking
- Slower pulse
- Slower respiration
- Pupils change
- Facial symmetry
- Breathing from stomach
- Change in facial colour
- Eyes roll back
- Eyes flutter
- Instant hypnotic phenomena

Not all of these indicators happen all of the time. Sometimes some people may show some indicators but not others or there may be a delay before some responses. This delay can often happen with hypnotic phenomena or tasks that clients are asked to carry out. This happens because often internal time distortion occurs sometimes on a non-conscious level that can make the time it takes for a client to carry out a behaviour seem quicker to the client than it appears to the therapist. There can also be a delay due to needing some processing time to automatically *action* what they have been asked to do. Some things, like breathing and pulse-rate slowing down can also depend on how hypnosis has been facilitated and what the client is doing in their mind in that moment.

THE PATTERN MATCHING BRAIN

The brain is a pattern-matching machine

The brain is essentially a pattern-matching machine. When you learn something new it triggers related patterns of neural activity and growth in the brain, updating those neural pathways with this new information and lacing this with emotion. The stronger the emotion, the stronger the memory. These stronger memories have a greater non-conscious impact on us and our future behaviours and decisions, they are also more memorable. This happens because the amygdala boosts memory encoding by enhancing attention and perception and can increase memory retention by triggering the release of stress or 'arousal' hormones (Queensland Brain Institute). When you think of something emotional that you don't act on, your brain keeps the pattern open, waiting for a resolution to that pattern. This could be a *real* resolution, or metaphorical because the pattern-matching works on the level of the pattern rather than content. For example, if someone gets into an argument with their partner and rather than resolve the conflict one of them storms off then the emotionally aroused pattern isn't completed so it gets resolved metaphorically when dreaming (Griffin, 2007), this could be within a daydream, or most likely during night-time dreaming that occurs during REM (Rapid Eye Movement) sleep.

Unborn babies spend so much time in REM sleep during the last three months before birth as this is a vital time for laying down new patterns of behaviour (like suckling) as well as various developmental, emotion regulation and learning abilities. When babies are born prematurely this can impact on the child's development including social, emotional, learning and communication. Research is finding that when a care-giver focuses on calm, physical bonding between themselves and child, this can promote development in the brain and body of the child (Welch, 2017), so some of the effects of being born prematurely can be tackled by interventions in those crucial early months after

birth.

The patterns are generic. They need to be for survival. It would do no good having a specific pattern that could only be met by very specific criteria — for example, imagine if a baby was born that would only suckle a nipple and not feed from a bottle, or if a baby could only learn English language but was born in a country with a very different language to English with completely different linguistic structure, the baby would struggle to survive. The patterns need to be general enough that the child can adapt to whatever life throws at them. The patterns also need to be adjustable so that any changes to the environment can be learned and added to that pattern and so learning, especially for survival, isn't specific but general. Some of this flexibility reduces when synaptic pruning takes place after the first few years of life, continues during childhood and becomes intensive again during teenage years, but we still hold on to most of our "sloppy pattern matching" (Tyrrell, 2015) abilities.

Problems are often faulty patterns which are still active

Most psychological problems and some physiological problems arise from faulty pattern matching. What this means is that an unhelpful way of relating to certain stimuli has developed and become an automatic, non-conscious way of responding.

For example: someone walking out onto a stage to give a talk, then blushing and feeling embarrassed, and thinking "I'm stupid, I can't do this," or a smoker answering the telephone, then feeling the need for a cigarette, and so thinking "I've got to have a cigarette" and then smoking. In both of these examples a specific stimulus triggered the way that the person was going to respond whether they consciously wanted to or not.

This risk of faulty pattern-matching is a risk of our generalised pattern-matching process. This generalised pattern-matching is helpful for survival, but because the pattern-matching process errs on the side of caution it can lead to responses that turn out to be problems when our brain is trying to keep us safe, like developing a phobia or post-traumatic stress disorder, obsessive-compulsive disorder, or having certain situations cause anxiety.

People can also develop somatic metaphors (Broom, 2002) where their body communicates a metaphorical representation of an underlying problem. For example; someone could come in with a *pain in the neck* and talk about a difficult relationship they have that needs sorting out but they don't know how to approach the situation, like an issue with an employer (Burlingame, 1947). Or

perhaps they present with stiffness in a joint and then talk about feeling stuck with something in life, or they present with migraines which are impairing their vision and then talk about something from their life they are trying to ignore and not focus on.

Obviously, there isn't always an underlying problem, the migraine may be just a migraine, the pain in the neck maybe just a pain in the neck and the stiff joints may just be stiff joints. However, if you explore with the client when the problem developed, what else was going on for the client at the time, when is it worse, when is it better and noticing connections between what the client is talking about and their ongoing experience, you may find patterns like these that otherwise would have been overlooked.

Clients often don't recognise that their physiological problem is a somatic metaphor. It isn't necessary for the therapist to interpret this for the client, it may not be appropriate and the interpretation may be wrong, yet, the therapist can still work with this knowledge through utilisation, which we will cover later in this book, to address the underlying issue. So, you don't have to tell a client that the *pain in the neck* is because of difficulties with their employer who they see as a *pain in the neck* but haven't made the connection themselves consciously, however, having this knowledge of the client rubbing their neck every time they talk about their employer or work can let you see this connection and insight giving you something you can utilise. So instead of interpreting symbolism and trying to give the client conscious understanding, the therapist is creatively and therapeutically using the symbolism to enhance the effectiveness of therapy and personalise the treatment of the client (Zeig, 1999).

Pattern-matching occurs in a more general way than many therapists realise. Someone whose close friend is giving them the *cold shoulder* may be so emotionally bothered by this that they actually trigger the pattern as a frozen shoulder due to the general nature of the pattern. Milton Erickson spoke about how every pattern is triggered for the meaning of what is said. He mentioned how the word *run* has over 142 different meanings, so all meanings known to the listener will be triggered when they hear the word *run* (Zeig, 1980). Likewise, if you want to trigger the pattern in a client for family relationships, you can talk about your own mother or other significant family member and the client will think about their family relationships and have easier access to family relationships information, like childhood memories, even when they don't realise they are thinking about it. This works well where directly asking about something could encourage resistance (Erickson & Rossi, 1976). This is also

how priming works, where someone can hold a warm cup of coffee shortly before meeting or reading a description of a person and they are more likely to warm to that person, and if they have briefly handled an iced coffee before meeting or reading the same description they are more likely to feel cold towards that person (Williams & Bargh, 2008), so the idea of warmth or cold influenced these interpersonal judgement dimensions, priming the neurological patterns around temperature and not opinions or ideas about other traits of the person. As a hypnotherapist you can use these same ideas in your work. During therapy with a couple you can talk with the clients about things associated with warmth, like mentioning the weather outside if it is a warm day, talking about a holiday to a warm location, using language related to warmth, like warming up and hot topic all shortly before directing the couples' attention to each other and starting the therapy. They will now be more likely to warm to each other.

Pattern matching is involved in everything that we do. Whether it is the routine we go through when we get up in the morning or instinctively knowing to stop the car when you see a red traffic light. The important thing to remember is that patterns can be changed. Patterns aren't stuck in place. They are adaptable. Your brain is always updating its patterns. In everyday life this happens automatically with each new piece of learning. Unfortunately, this can lead to patterns being reinforced causing problems to last. Like connecting smoking with relaxing, then each time you get stressed or bored and need to relax, you smoke. As this does temporarily relax you, you assume it was because of the cigarettes so this reinforces the pattern. In reality it is the way that a smoker breathes, taking deep breaths and having longer out-breaths than in-breaths, while they smoke that relaxes them, not the cigarette as nicotine is a stimulant and not a relaxant. Generally, the higher the emotion associated with the pattern or the more instinctive the pattern, the harder it is to change by willpower alone.

In therapy sessions or taking some time to help yourself, it is possible to alter these patterns by choice. For example; the smoker can practice breathing in to the count of 7 and out to the count of 11 (Griffin, 2012). This longer out-breath triggers the parasympathetic nervous system or relaxation response and if done for a minute or two can give a light sense of euphoria and relaxation. When this is practised it offers the smoker a new choice. They can use this breathing technique instead of cigarettes as they have added this to their pattern for relaxing and can still carry out the rest of their habitual patterns around smoking like getting a craving, recognising it is their brain telling them they need to take a break and relax, going outside, perhaps taking a drink, like water, outside with them, socialising while taking a brief break and doing some deep 7-11 breaths,

before feeling relaxed and refreshed and hydrated ready to get back into work. This isn't about using willpower, but about understanding the signal for what it is – a signal to take a break and relax for a short while, and then going with this signal rather than fighting it.

Some behaviours are so frequently carried out they become habits where a stimulus automatically triggers the response. So, the pattern-matching displayed here, is that you perceive a stimulus which triggers a pattern-match to an automatic, non-conscious response like a behaviour or emotion, and possibly thoughts. As mentioned, generally the higher the level of emotion attached to carrying out the behaviour the fewer repetitions are needed to make that habit automatic – you only need to get scared by a spider once to have a lifelong phobia of spiders, or you only need to touch a hot stove once to instinctively never do it again. Low emotion and highly complex behaviours can take many repetitions. As an adult it can take anywhere between 18 to 254 days to turn a low emotion or complex behaviour into an automatic behaviour, with the average being around 76 days (Lally, Van Jaarsveld, Potts, & Wardle, 2010). This is interesting as most people make therapeutic change within about three or four months (Alpert, 2012) if they engage with the therapy and this is about the length of time taken for what would be called brief therapy.

Babies will repeat the same thing over and over again until they master it, whether it is walking or speaking a language. These become instinctive, automatic behaviours. In the early years of life, we learn thousands of habits from observing and copying those around us thousands of times across those years. This can make bad habits formed in childhood or even teenage years very hard to break once you become an adult. If someone has spent most of their teens and current adult life responding to life stressors by feeling anxious and worrying, then because this can be a strong emotion behaviour to the stimulus of various stressors, including just thinking about stressors. It can be difficult with willpower alone to try to stop worrying and stop feeling anxious, because they aren't doing this consciously, they are doing this instinctively because they have mastered how to do it. Consciously deciding that when various stressors or thinking about various stressors occurs they will "just relax and be mindful and acknowledge that they are just thinking and don't have to feel anxious" is unlikely to be successful and is very difficult to do. What needs to change is the non-conscious pattern. This is where the use of hypnosis comes in and why the use of hypnosis makes approaches like cognitive-behavioural therapy using hypnosis as an adjunct to the therapy more effective than cognitive-behavioural therapy alone (Kirsch, Montgomery, & Sapirstein, 1995).

As a practitioner you should learn to notice processes or patterns. This is where the problem formation and solutions lie. The content is useful for rapport, or for finding resources or highlighting the problem areas you need to extract patterns from. But it is the structure of the problem and solution that is important to finding a fast way to help the client rather than the content of the problem. Many therapists get bogged down in content. They get drawn in by all of the talk of the problem. Often therapists begin to feel emotional about the content, especially if the content is sad or disturbing to them, and then they miss the structure of what they were being told. As a hypnotherapist your role is to intervene on the nonconscious part of the problem – the pattern, which occurs between the external stimulus and before any emotions and thoughts have occurred. You want to help the client so that the stimulus triggers a pattern that leads to a different automatic behaviour or emotion and so different behaviours and thoughts. Most other therapies work on problems from after the pattern has already been triggered, for example; someone may feel anxious and be trying to change their thinking to calm themselves down. What you want is for the stimulus to not trigger anxiety in the first place.

Obviously, it is important to let the client talk to some extent about the content of the problem if they feel the need to do so. But as a therapist you want to be able to listen and notice patterns. For example; it could be that when the client is talking about mundane things they go in to detail saying that that is what is important, yet when they come to talk about what seems to be an underlying issue they skirt over it. Or a client could do a specific gesture like rubbing the neck when talking about a partner. If they repeatedly did this each time they talked about that person you could notice the pattern and assume that maybe on some level they feel the partner is a *pain in the neck* even if it hasn't been verbally stated, so the therapist can then test this theory by changing the subject and revisiting it after a while and see if the same behaviour happens again. Or perhaps the client closes their eyes every time they mention a specific word or phrase and you test this and notice that when you say those words the client does the same, or when you talk about something unrelated that encourages them to say those words in a different context, they do the same behaviours there.

Step back and see the pattern of the problem

Look out for where you can change patterns easiest. It could be that you change the frequency of the pattern, or the duration, or the times that the pattern takes place. It could be that you add an extra stage to the pattern or change a stage in the pattern or interrupt the pattern in some other way. Most of what will be covered throughout this book aims to make alterations to patterns; teaching how best to do this with different problems. As well as the more common changes to patterns it is useful to learn how to notice patterns for yourself. Not everyone is the same, so what works well for one person may not work so well for somebody else. For example, to cure phobias there is a really useful technique that involves visualising, the Rewind Technique. What you may find is that not everyone is able to follow the instructions well, or they believe they can't visualise well so you would have to do something different with them. Often the language that they use will give away what they need. They may say "I need to be able to step back and see what is happening" or "I just wish that the problem would disappear." So, with the first of these clients you may help them to disassociate from the problem and view it as if on a TV screen and analyse what they see happening and then work out conclusions and understandings from what they have seen taking place. With the second of these clients you may have the client go through a process of separating from the problem and then shrinking it down until it disappears, and seeing what it reveals in its place, or maybe it disappears because it moves off into the distance until it vanishes and then reveals something new.

You can direct the brain through pattern-matching

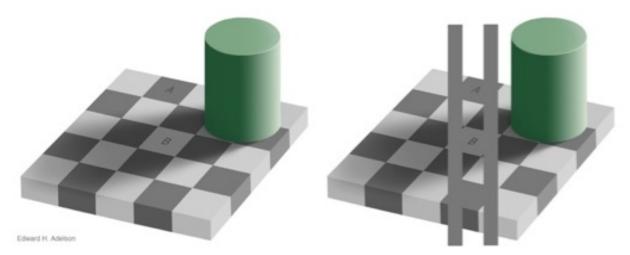
When communicating with people you can use the idea of pattern-matching. As the brain works by pattern-matching this opens up many possibilities. For example; you can communicate in metaphors that match patterns that you want the client to access. This is especially effective when using the clients' own metaphors. You can stimulate parts of patterns that will guide thinking in specific directions. For example; if you want the client to think about their relationship with their mother you can start talking about your childhood and being taken to school. This will stimulate related neurological patterns within the client making those patterns more accessible and easier to work on.

The SET Model

The pattern-matching model I like to use is called the SET model. This stands for Stimulus, Emotion, Thought. This is how we experience the world. Something (Stimulus) sets off a neural pattern (triggers a PGO wave leading to pattern-matching) which leads to an emotional reaction (Emotion) and/or instinctive behaviours followed by any thoughts (Thought).

The reason for the emotion coming before the thought, is that it allows for you to respond to a stimulus if necessary without conscious thought needing to be involved if it will help with survival. We can also respond with automatic reflex

behaviours without emotions or thoughts. The limbic system is a primitive part of our brain. This is the area which receives and first processes information coming in from the senses, if it seems there may be a threat, this information gets fast-tracked to the amygdala which is the brain's fight/flight/freeze centre to trigger an immediate behavioural response, the neocortex is the last part of the brain to respond to the incoming information. There are many processes which happen prior to conscious awareness and thoughts that can lead to some interesting illusions, where consciously knowing your senses are wrong still doesn't give you the ability to do anything about it because the processes involved in causing the illusions are happening non-consciously. One example is Adelson's Illusion (see Edward Adelson's image below) where you perceive two identical shaded squares as being different colours to each other because of their location and the way the brain interprets the visual information. You don't process the scene consciously first and then decide to alter your perception. Another interesting illusion is the McGurk Effect where you hear someone saying "baa" and if the video you watch has them mouthing "baa" this is what you hear; if on the other hand the video you watch has them mouthing the word "far" then you hear "far" and not "baa" despite the fact that the only word being said is "baa" (BBC, 2010).



Stimuli triggering emotions and automatic behaviours without the need to engage conscious awareness is a great survival tactic where even fractions of a second could mean the difference between life and death. One issue with it though is that responses are often black-and-white and not as nuanced as when conscious thought is involved. So, someone may be angry, scared, in love; with conscious thought there can be more variety, like irritated, annoyed, upset, nervous, excited, liking someone. Conscious thought can be a stimulus. It isn't often the first stimulus, normally something *sets the scene*, so the person could

already be feeling anxious about something and now when they think about anything else, they think about it from the perspective of being in an anxiety trance and so perhaps feel less certain about that thing than they did previously. Or someone could think about an upcoming talk they have to give and feel anxious about it and then think sentences like "I will mess it up", "everyone will think I am stupid." So, picturing the talk in their mind was the stimulus for feeling anxious, which was the stimulus for thinking negative thoughts, which may feed back into influencing what happens in the imagined talk, which leads to more emotion and more thoughts. In reality to decide to think about the talk, the person probably thought "what do I have to do next week?" or some other similar sentence, this sentence was likely triggered by a situation or environmental stimulus. For example, I am sat here typing this, which got me thinking I should check my diary and see what I have to do next week because just like someone talking about a relative to get someone else to think about their family relationships, me typing this about future events has got me thinking about my own future events

Many therapeutic approaches work on addressing the thinking to break the cycle and stop the emotion, rather than working on the initial instinctive response to the initial stimulus and addressing the root of the problem.

If you work on the thinking to treat anxiety for example, then a stimulus has already pattern-matched to triggering a feeling of anxiety and so you are trying to create positive thoughts from a bed of anxiety. Even when the person is trying to think positively the stimulus or situation is still triggering the pattern-match to anxious feelings making it difficult to break-free even with positive thoughts. If you work on helping the client to link the stimulus to a feeling of calmness, then you are more likely as a consequence to naturally have different thinking which will cycle to further feelings of calmness or confidence, rather than leading to the old anxious thinking.

WHAT IS HYPNOSIS?

James Braid, the person who coined the term hypnotism which was short for neuro-hypnotism (similar words had been used previously like hypnotic since about the 1620's), felt that hypnosis was monoideism – a term which never caught on, which is the fixation of attention on a single idea, stimuli, or object. Milton Erickson frequently referred to hypnosis as monoideism rather than hypnosis in lectures and said that "all hypnosis is, is a loss of the multiplicity of the foci of attention" (Erickson & Rossi, 1981) and went on to say that hypnosis is "an altered state of consciousness in the same sense as you experience in everyday life when you are reading a book and your wife speaks to you and you make no immediate response. You are obviously experiencing some sort of altered state involving time distortion when 10 minutes later you answer, "Did you speak to me?"." So, he thought of hypnosis as an altered state, but not in the sense of having a specific brainwave pattern that could be detected, but instead in the sense that the person isn't attending to their surroundings in a normal everyday waking way, they are in a state of absorption around an idea, stimulus or object. This focused attention and the other traits that go with this, like enhanced control over bodily processes and reduced self-consciousness would obviously have a neurological pattern because everything you do from moment to moment has a pattern of activity and experiencing the world in this way would be no different. When someone is hypnotised there is a presence of these traits in the way the brain is functioning, with decreased activity in the default mode network and greater functional connectivity between the executive control network and the salience network (Jiang, White, Greicius, Waelde, & Spiegel, 2017).

What people describe as hypnosis has two key traits: automaticity and responses feeling very real to the hypnotised subject (Heap, 2017). Automaticity is where responses that occur feel to the subject that they occurred without their conscious

involvement, like swatting a fly away from your face without thinking about it and feeling like it happened automatically. The other key trait, responding to suggestions or ideas with the response feeling very real to the subject would have for example, a subject being told they can't stand up and they accept this idea then the idea that they can't stand up will feel very real to them, no matter how much they want to stand and try to stand, they won't be able to do so. They may be thinking that they don't believe this is going to work, they don't believe they are hypnotised and they believe they will be able to stand, but this doesn't change the perceived reality of the situation they have found themselves in.

You may be thinking at this point "isn't hypnosis about increasing suggestibility so that people do as you tell them?" This is a common myth. Hypnotising someone doesn't increase their suggestibility (Lynn, Laurence, & Kirsch, 2015). The very slight increase in suggestibility in some people is thought to be due to other everyday ordinary factors. For example; it is common for people to be slightly more suggestible to authority figures like visiting doctors, or your employer when you are in work, or your therapist during therapy. Some people respond to experts in their fields or people they look up to by responding more to suggestions given by those people. That is why you get celebrity endorsements, if people look up to the celebrity then they are more likely to buy the products the celebrity suggests either explicitly or implicitly are good. People are also more likely to respond to suggestions when they are motivated to do so. None of this is due to hypnosis though. What I look for when doing hypnosis isn't an increase in suggestibility, it is an increase in responsivity, that is clients are responding automatically to the ideas presented. They aren't more suggestible, I couldn't suddenly suggest something they wouldn't be happy to follow and expect them to follow the suggestion, but they are more responsive to my communication. Some people when hypnotised increase suggestibility a little, as mentioned above, others stay the same, they don't become more suggestible or less suggestible, and some become less suggestible when hypnotised (Lynn, Laurence, & Kirsch, 2015).

Hypnosis is a natural phenomenon

There are two parts to hypnosis, the doing and the experiencing. People say "I'm doing hypnosis", "I'm hypnotising you" and they say "I'm in hypnosis", "I'm hypnotised".

Doing hypnosis is the art of inducing different trance states not the induction of one single state. The practice of hypnosis is just the term given to communication skills used to communicate ideas that focus and absorb non-

conscious attention. The classic *hypnotic* therapeutic trance is where a person has entered a state of heightened neuroplasticity (Atkinson, et al., 2010), where they are able to learn new information (updating old patterns) or have greater control over themselves (like over unconscious processes). Hypnotic techniques can also be used to induce relaxation, anger, confusion, fear, pain, love, sadness, desire, or any other trance state.

Within hypnosis research there has been a debate going on for decades, this question of whether hypnosis is a state, like a *trance-state* that is a measurable state of mind, or whether it is in fact just people complying either knowingly or unknowingly and acting out the role of the hypnotic subject. The question from the 1800's that carried on into the 20th century was trying to understand what aspects of hypnosis are essential and which are products of suggestion (Pintar & Lynn, 2008). Most modern researchers accept a socio-cognitive model of hypnosis rather than a special state theory. When a state is induced implicitly, it is hard to think of the induced state and any hypnotic behaviour as being consciously acted if the person didn't know they were being hypnotised or what was being expected of them. Whereas when hypnosis is induced directly and they are told what to do some people may act out what they think is expected of them. This was an experience Milton Erickson encountered during hypnotic research he carried out, concluding "...my feeling that in hypnotic research one should resort to indirect method as much as possible to keep the subject from ever cooperating with you intentionally and complacently to give you the desired results" (Erickson, 1977). That doesn't mean they don't pick up on the implicit communication and respond to this by role-taking, it just means that consciously they don't realise they are role-taking.

During Clark Hull's experiments in the 1920's and 30's he explored the question of the impact of hypnotic induction on suggestibility and found that the increase in suggestibility was negligible (Hull, 2002). This has continued to be found in research (Lynn, Laurence, & Kirsch, 2015). The question became, if this thing called *hypnosis* that you *do* to someone doesn't reliably increase suggestibility then it can't be an induced state, because if hypnosis was a state of hypersuggestibility as had often been proposed and some people responded to suggestions within hypnosis, while others didn't then maybe it isn't a state, but instead *role-taking*. Perhaps people are taking on the role of hypnotised subject as best they know how and then carrying out what they feel is expected of them within this role. Erickson noted based on about 300 subjects and thousands of hypnotic inductions on those subjects that "far from making them hyper suggestible, it was found necessary to deal very gingerly with them to keep from

losing their cooperation" (Erickson M. H., 1932). Research on post-hypnotic amnesia by Theodore Barber found that people were more likely to have amnesia when they acted *as-if* they had amnesia, this didn't matter whether they were hypnotised or not, the results were the same, which gives weight to *role-taking* theories of hypnosis. When permissive suggestions to "try your best to forget" were given, hypnotised subjects responded significantly less than non-hypnotised subjects with 6% of hypnotised subjects forgetting at least 3 of 6 words and 50% of non-hypnotised subjects. This makes sense to me, because saying "try" implies that there will be difficulty, so the hypnotised subjects who will be more responsive to nuanced communication will have responded to the suggestion that they will have difficulty forgetting. When direct suggestions to forget were given about a quarter of the hypnotised and non-hypnotised subjects forgot at least 3 of 6 words, and with the simulators who acted *as-if* they had amnesia almost all of the hypnotised and non-hypnotised subjects forgot at least 3 of 6 words (Barbar, 1981).

If people are *role-taking* it wasn't thought that this was something they were consciously deciding to do, but instead a role they were taking on implicitly from the context, the overt instructions of the hypnotist and the hypnotist's nonverbal communication. Just like when you are in the presence of a parent you take on the role of son or daughter, when you are in the presence of a teacher, you take on the role of student, and when you are in the presence of a doctor you take on the role of patient. You don't consciously decide to take on these roles, or any other role in life, you take on these roles naturally and throughout life most people learn to take on different roles for different situations. They don't enter the situation thinking about getting into character, it happens automatically, so it may be with hypnosis. That those who expected that they are supposed to be more suggestible during hypnosis responded quicker to suggestions within hypnosis, those who didn't know either way didn't increase or decrease their suggestibility, and those who thought only weak-willed people could be hypnotised, or had some negative thoughts towards hypnosis perhaps, became less suggestible and took longer to respond to suggestions.

The brain is essentially a pattern matching machine for survival. These patterns can be added to and are updated all of the time, this is how we learn, adapt and change our behaviours. All patterns of hypnotic language and communication (I'll call all things that can be done or used to induce trance in that definition, verbal and non-verbal) are recognised by the brain non-consciously; the pattern is understood leading to a response (If the pattern isn't understood there is no response); the response you get is based on the client's understanding and

meaning, not based on the meaning the therapist had in mind. In effect you are able to create responses with the person essentially in any state, not confined to just a *hypnotic* state because PGO waves and aspects of the REM (Rapid Eye Movement) and NREM (Non-Rapid Eye Movement) states occur within any state. If the client isn't expecting to be hypnotised then they have no conscious idea why the response they did happened, it wasn't expected of them so they had no idea to play along consciously, but it doesn't mean that the person was in a special hypnotic state either, it just means they responded to the communication offered, they just didn't consciously realise that they were responding.

A trance state is a narrowed state of attention on a stimulus or around an idea that defines behaviour and perception of reality in a way that will aim to maintain that state. As mentioned earlier, there are natural trances including anger, love, comfort or harmony when carrying out automatic behaviours. The stronger and more focused and purer an emotion generated the deeper the trance and the more rigid the thinking style from within that trance perspective. In therapeutic hypnosis the idea is to reduce the rigid thinking style and tranceperspective of whatever the problem trance is, so that neuroplasticity can occur to update innate responses with new and improved ways of responding to the world around you. This is like the state often referred to as the flow-state, a concept developed by Mihaly Csikszentmihalyi (Csikszentmihalyi, 1990) and described as 'when a person [1] is engaged in a doable task, [2] is able to focus, [3] has a clear goal, [4] receives immediate feedback, [5] moves without worrying, [6] has a sense of control, [7] has suspended the sense of self, and [8] has temporarily lost a sense of time' (Krueger, 2015), the state has also been described as relaxed alertness (Caine & Caine, 1991) which is the optimal state for learning. In everyday life we learn instinctively in a black-and-white way when there is strong emotion, especially when it is linked to survival – you only have to burn your hand on a hot stove once to learn not to touch hot stoves and many phobias are an example of single instance learning, but this learning is black-and-white, there is no flexibility of thought like you get with relaxed alertness.

Inductions for therapeutic hypnosis often use processes that encourage the elicitation of aspects of sleep which is where you experience REM and NREM states, REM is the state of mind we enter when we have vivid, creative and often emotional dreams at night linked to consolidating memory and learning, especially emotional memories and closing unresolved patterns, but we also access the REM state during naps and daydreams (Carr & Nielsen, 2015). It also occurs during wakefulness following PGO waves during times of importance,

like when there is a shock, surprise, emergency or a novel or learning situation (Morrison, 1999). REM occurs more at times we are learning something new, so if you are studying a new subject you are likely to gaze off and be still a moment while learning as your brain integrates what you are learning with what you already know and makes new connections. Memory consolidation and learning seems to also occur in NREM sleep and in relation to learning, this seems to be more important than REM sleep (Lehmann, Schreiner, Rasch, & Seifritz, 2016), this learning and consolidation also includes dreams without rapid eye movement, these dreams are rarely remembered and seem to be more literal than the creative and often bizarre REM dreams.

It could be that there is a memory consolidation and learning interplay between the two types of sleep, where the brain is updated with the new learning and memories during NREM sleep by stimulating the same neural pathways involved at the time of learning. This is recreating these patterns deeper in the brain to store them away through a restoration and reorganisation process, before a creative replay takes place in REM sleep (thought of as proto-consciousness, the brain state which preceded conscious awareness seen during the waking state (Brown, Basheer, McKenna, Strecker, & McCarley, 2012) which is like a nonconscious automatic version of our conscious awareness) which works like meta-learning where you learn about the learning to generalise that learning, updating the patterns of responding – which mirrors what occurs in hypnotherapy. A client will learn something new, consolidate this and then mentally rehearse or see how it can apply to future situations and encouraging generalisation of the learning. For example, a client may present with anxiety, they learn a relaxation technique, they integrate this learning, and then mentally rehearse using this relaxation technique in future situations and generalising it so that the relaxation technique can happen instinctively in future situations which haven't been mentally rehearsed or thought of. So, if you learned to play something on the piano, what you learned would be literally updated during NREM sleep improving your ability to play that exact piece of music, however, being able to use that knowledge and learning more creatively in relation to seemingly unrelated areas would involve metaphorical creative replay during REM sleep adding that learning to your broader knowledge. So, it could be that something about what you just learned the day before on piano gives you an idea for how trance works (perhaps to do with harmonies of combinations of notes), or for a way to look at string theory (perhaps to do with resonance of notes), or how you could reconnect with a friend you had fallen out with (perhaps to do with how certain notes sound good together despite being different), etc.

Physical healing also occurs in NREM *slow-wave* sleep rather than REM sleep. The REM state and PGO waves are active and present during flow, as this is the process used for brain neuroplasticity learning and memory consolidation. Some aspects of the REM state are not necessary; REM can occur without muscle paralysis and while awake and aware (Morrison, 1999). So, the state a hypnotist is guiding clients into when updating patterns of behaviour is the flow-state which is then ideal for relaxed, focused alertness without critical judgement with maximum access to mind-body processes, where things just seem to flow and happen by themselves without conscious effort and with flexibility of thought. In this relaxed alert state when peripheral awareness is reduced the REM state and its related properties are more noticeable, just like when you focus on a part of your body and notice sensations in that area. The sensations were always there, but it wasn't until you narrowed your focus just on that body part and quietened awareness of other things that you noticed the feelings.

Daydreams are essential for effective learning, we also daydream more frequently the more we are engaged in learning. Daydreaming helps people process complex emotions, thoughts and ideas as well as increasing a person's ability to solve problems creatively (Werrell, 2013) and is a mental state that seems to allow opposing networks of the brain to work in cooperation; this is more pronounced when the person is unaware that they are daydreaming (Christoff, Gordon, Smallwood, Smith, & Schooler, 2009), like night-time dreaming, daydreaming involves PGO waves and the REM state. All of these things also occur to the hypnotised subject. Another important aspect of this is the role of the amygdala. The amygdala is our emotion centre in the brain, it is an old part of the brain associated with primal responses.

The amygdala modulates brainstem alerting mechanisms like the PGO wave. The wave focuses attention then the amygdala gives sensory information emotional significance and evaluates the emotional significance of stimuli to aid initiating appropriate responses (Sanford, Tejani-Butt, Ross, & Morrison, 1996). The higher the emotion assigned, the lower the need for higher brain functions and the higher the need for an instinctive response perhaps to run or fight. The more active the amygdala, the more it amplifies the PGO wave (Sanford, Tejani-Butt, Ross, & Morrison, 1996). Cells in the amygdala respond to novel and significant stimuli and PGO waves with the largest amplitudes are also associated with these, so the more novel or significant the stimulus the more active the amygdala and in turn the stronger the PGO wave (Sanford, Tejani-Butt, Ross, & Morrison, 1996). The amygdala is associated with emotional learning, and it is likely that emotional memories, or at least the emotional

component of emotional memories are stored within the amygdala itself (Clark, 1995), so although the PGO wave is an alerting mechanism that orients attention moment by moment and triggers the updating of neurology (REM state), it is the amygdala which laces certain memories with high levels of emotion which reduces repetitions required for learning those things or in those situations and makes them more memorable.

If the hypnotherapist wants to reduce the number of required repetitions for a new response then making something emotional and meaningful to the client will engage the amygdala in the process of updating the brain, but the increased emotion will also increase black-and-white thinking which will decrease flexible thinking. Whereas, if the hypnotherapist keeps emotion down this will increase flexible thinking and creativity but may take more repetitions, the exception is when there is novelty or an 'a-ha' moment, or having something of significance. This occurs like a burst of activity in the brain which triggers neuroplasticity, it engages the amygdala, but it is a short burst perhaps of excitement, wonder, awe or insight which may create an emotional moment, rather than a longer period of strong emotion. During the burst of activity there is a deepening of focus and reduction of flexible thinking, but it is temporary. Whereas when someone is emotional for a prolonged period of time they will have inflexible thinking for that longer duration.

There is a difference between someone being in therapy and they become very emotional in relation to the problem they are addressing and this emotional state increases black-and-white thinking so they don't see anything other than the problem, they don't see potential solutions or alternative perspectives, compared to someone in therapy calmly thinking about their problem and different options and perspectives and then they suddenly get an 'a-ha' moment and the realisation reduces them to tears as it is such a revelation or insight. While they are processing that, they would have black-and-white thinking but it isn't around not being able to solve the problem, and as the emotion passes that emotion will make this a powerful and memorable experience that is likely to shape their future thoughts and behaviours from an implicit level outside of conscious awareness. There will be a cascade of epigenetic changes associated with neurogenesis, neuroplasticity and healing starting with immediate-early genes and continuing for some time following the experience (Cozzolino, et al., 2014).

I will sometimes encourage emotions in therapy to create a powerful experience and motivation for change and the black-and-white thinking that goes with it, but in a positive healing direction. For example, I may encourage a smoker who is thinking about having children one day to think about the worst-case scenario if they decide not to quit smoking, and they will often pick something like imagining themselves dying in a hospital bed leaving their child. I will encourage this further, talking about the sounds of the ventilator, heart monitor, the child asking the other parent "is mummy/daddy going to be okay?" and the parent replying that they decided they wanted to leave you like this rather than be with you as long as they can. The client knows this is a made-up hypothetical situation but it is a possibility and when they are getting emotional they are essentially becoming *hypnotised* and they start losing critical judgement, so don't reply "my partner would never say that," they just get focused on the emotions and imagining the situation. Then, with black-and-white thinking and often while crying they decide "I never want that as a possible future" and they say or think this to themselves in a black-and-white, matter-of-fact way. This is hypnosis without the hypnosis. They are hypnotised but have never been given what someone might think of as a hypnotic induction.

I personally feel *induction* is the wrong word to use, yet it is the word people are familiar with. What hypnotists should be doing isn't *inducing* hypnosis – you don't *do* something to a client or subject, the hypnotherapist *facilitates and elicits* helpful responses within clients. Shock, surprise, confusion, novelty, wonder and the unknown, triggers the orientation response (a spike of electrical charge through the brain from the brain stem to the mid brain and then into the cortex). This is the PGO wave which stands for ponto-geniculo-occipital, which are the areas of the brain the electrical impulse travels through. There are PGO waves that precedes REM sleep and PGO waves which occur as attention shifts during REM sleep, and the waves occur during wakefulness but not usually so strongly which focuses the person's attention and promotes brain development (experience-dependent neuroplasticity (Pace-Schott, 2003)) to facilitate responses to novel environmental stimuli (Callaway, Lydic, Baghdoyan, & Hobson, 1987).

EMDR (Eye Movement Desensitisation and Reprocessing) where a practitioner encourages a client to move their eyes from side to side rapidly while thinking about aspects of their problem mimics REM and is thought to work by triggering a REM-like state (Stickgold, 2002) and one of the oldest, most famous inductions associated with hypnotists – swinging a pocket watch in front of a subjects eyes, also likely triggers the REM state by initially encouraging the subject to mimic the rapid eye movement associated with REM sleep. Recent research on why we move our eyes during waking and sleeping REM has found that eye movements reflect a change of concept or scene (Andrillon, Nir, Cirelli,

Tononi, & Fried, 2015), so they occur when someone moves their attention to something new. It is interesting to note that transitions, movement, journeys, all deepen hypnosis and each of these involve a change of concept or scene, as does asking someone to focus on finer detail or any other directing of someone's attention. The eyes also often flutter or move under the eyelids of the hypnotised subject.

There are many similarities between what is described as hypnosis and the REM and NREM states: physical relaxation, muscle immobility, reduced critical factor and visualisation. While these more relaxing looking traits are occurring there can also be variable heart-rate, variable breathing, brainwave activity that can be as active or more so than during wakeful awareness, a drop in body temperature is common and upon awakening from REM sleep the mind seems hyper-associative and better at creative problem-solving and more responsive to semantic priming, and priming before REM sleep increases the creative problem-solving ability (Rasch & Born, 2013). These traits are also all associated with the experience of being hypnotised, then you have aspects of the flow experience like automaticity, lack of self-consciousness, relaxed alertness and focus, and often a clear goal and loss of awareness of time. Many aspects of NREM sleep like turning on physical healing from molecular, cellular repairs, to synaptic plasticity (Vyazovskiy & Delogu, 2014) also happen during hypnosis.

What hypnotists describe as hypnosis, non-hypnotists would term the *flow-state* or relaxed alertness, which is essentially the optimal state for neuroplasticity to update understandings, and update how the person will respond to stimuli in the future, while the person is also less self-conscious and less critical of the reality being presented. I would say hypnotists sometimes guide clients into a healing state reminiscent of NREM sleep for physical healing and immune functioning. It isn't so much that there is a state of hypnosis, but more that there is a process of doing hypnosis and the hypnotist uses that process to encourage people to access their own internal processes relevant to the work they are doing. If the person needs to update patterns of behaviour that will involve aspects of NREM followed by REM processes, if they are working on their body or physical healing, that will involve more NREM processes.

Everybody is always in a trance

Hypnotic techniques are usually used to illicit the flow state, but therapists can just as easily guide people into any other trance state. People are always in trance, the question isn't whether someone is in a trance or not, the question is what trance are they in and how deep? The role of a hypnotherapist isn't so

much about *inducing* hypnosis in clients, but rather helping clients to move from unhelpful to helpful trances. I like to think of it as trance without hypnosis, because in reality **hypnosis doesn't exist**, all that exists are neurological processes which can be utilised for different purposes to help clients to move forward. Aspects of the REM/NREM states and PGO waves will occur regardless of the trance the person is in as long as they are learning and updating their brain.

Trance is just a focused state of attention, so every moment of your life you are in a trance. You are firing the PGO wave, narrowing your attention to read this here, you may then hear a noise so you narrow your attention on the noise, you may just be in a light trance where your attention is shared between reading this and jumping to being aware of moving about, and hearing noises, and being aware of others. So, trance depth isn't something mysterious, it is just a term for how much attention you are giving something. If you are watching a gripping film in a cinema you can stop being aware of how uncomfortable the seat is, or the noise of people eating popcorn around you, or the fact that you needed the toilet when you arrived and entered the cinema and so must still need to go now. Those who would struggle to stop noticing someone eating popcorn while watching a film would struggle to enter a deep trance under these circumstances, just like during hypnosis, those who struggle to hold their focus where it is being directed, who perhaps feel restless or are talking to themselves in their mind and focusing all over the place during the experience aren't going to be likely to enter a *deep* trance because their attention isn't absorbed around one idea. The role of a hypnotherapist is to find the way for that individual that they find absorbs their attention deeply.

Once you become deeply absorbed you enter a mind-body state that includes whatever you are absorbed with, whether this is a hypnotist, or a film, that state will have specific qualities of thinking, feelings, emotions, beliefs, values, abilities, etc. Different trances are helpful for different situations, the problem is when we are in a trance that isn't helpful for a given situation. I think of trance as the mind-body state of being we are in at any given moment in time, so when working with trance you are working on the level of patterns and neurology, not emotions, thoughts or behaviours. If you can help someone be in a different trance in a situation they won't have the same emotions, which means they won't have the same behaviour or thoughts without ever having to address these areas directly. They don't need to be taught to *think more positively*, or to learn to *challenge their negative thinking* etc., they will naturally be thinking more positively and not need to challenge negative thinking because they won't be

doing an excessive amount of it.

Technology has moved on significantly over the years. When researchers have done relaxation hypnotic inductions on subjects they see on brain monitoring devices, heart-rate monitors, galvanic skin monitors, etc., that the subject is relaxed, but not a unique pattern for hypnosis. If they are hypnotised with an active induction the active state is revealed on monitoring devices, but still no sign of hypnosis. People used to say things like hypnosis was the alpha state where you are triggering alpha brainwaves. There is no pattern of brainwaves detectable with EEG devices, and no single brainwave that signals hypnosis. Over recent years there have been a few studies with highly hypnotisable subjects compared to those who score very low for hypnotisability that have examined with modern brain scanning devices like structural and functional magnetic resonance imaging scanners what activity is going on in the brain when the person is hypnotised. What the research suggests is that hypnosis is associated with decreased activity in the brains default mode network and is associated with greater functional connectivity between the executive control network and the salience network (Jiang, White, Greicius, Waelde, & Spiegel, 2017). This pattern of brain activity isn't seen in non-hypnotised subjects or in subjects who didn't respond to the hypnotic induction that was used.

What makes some people more hypnotisable than others?

The latest thinking on why some people seem to be more hypnotisable than others is around the functional communication between an individual's salience and executive control networks, or the attentional network. The greater the connectivity the more hypnotisable the individual. The executive network is involved in decision-making, planning, paying attention and working-memory. The salience network is involved in selecting what internal and external stimuli we should be attending to at any given moment. This greater connectivity isn't about having a differently structured brain, but about having better coordination between brain areas to do with attention, emotion, action and intention (Hoeft, et al., 2012), which means those who are most hypnotisable aren't weak-willed and easily controlled, they are those who have greatest control over their own focus and attention and have a natural tendency to become absorbed in experiences.

Implicit Neural Activation & Information Processing Theory

My own theory on hypnosis, is one I call the *implicit neural activation and information processing theory*. This theory proposes that hypnosis is the process of communication implicitly activating neural patterns in the brain promoting the potential or idea for a specific response, everyone has slightly different patterns

in relation to the messages being received, meaning everyone has their own unique response. The patterns are only light signals, but if they are of a motivational nature they remain active until there is an opportunity for them to discharge. The more times the same and related patterns are stimulated the more *charged* that neural pattern becomes, the greater the potential and the more likely it is to lead to automatic action. This is like when you notice a slight itch on your nose. The more you try to ignore that itch the more attention is paid to the idea of scratching the itch until you eventually act, scratch the itch and feel a sense of relief.

A therapeutic example of this could be; communicating hypnotically with someone, they aren't formally being hypnotised and have no awareness of anything being expected of them, they don't realise they have hypnotic communication directed towards them. Throughout the communication the ideas for 'run', 'fast', 'zip', and 'jog' are used, all of these were used in non-exercise or activity contexts when being talked about, like "we need to *run* through that idea because summer is *fast* approaching, so we need to *zip* over to the main office later and see if the original document can jog our minds." These words have been embedded in the conversation (implicit hypnotic language pattern – embedded commands and suggestions) and when the subject walks away from the hypnotist they can be observed to be walking faster, and perhaps even jogging and yet they won't realise they have been influenced. Although these words are used in non-exercise contexts for them to work for the client longer term than just the next couple of minutes there needs to be an over-arching related context. For example, the client has come to see you to lose weight so, the client assumes that whatever you are doing in the session must be part of 'therapy' for helping them overcome their problem. This leads to them nonconsciously noticing that in everything that was spoken about during the session words were used associated with exercising, so, they respond to this additional communication as being relevant to the presenting problem.

Just using one word may get negligible results, but as more words with the same underlying pattern are used the response potential builds up and automatic action occurs. This example is of someone being communicated with using implicit communication techniques, but it could also be overt communication, where a subject is offered a direct suggestion and they don't analyse the suggestion or their response to it, they just let the response happen and it does, whereas someone else may analyse the suggestion and have opinions about the suggestion and will have certain beliefs about the suggestion and they may interfere too much consciously for the subtle signal to get through. Sometimes

people can try to be compliant which means they are being too consciously involved, other times they can be actively resistant to what is being done, or they may consciously be attending to something else, like maybe they feel self-conscious and so aren't engaging fully due to this, or they are playing up or mucking around and not taking the process seriously because they have to keep up a sense of status or an image they have of themselves. All of these would impact on what information and interpretation they are receiving to respond to.

This theory comes from work that has been carried out around the idea of priming from social psychology, which is where exposure to one stimulus influences the response to a later stimulus without conscious guidance or intention (Bargh & Chartrand, 2000) and work on non-conscious motivation.

Any theory of hypnosis proposed needs to be able to explain aspects that seem to occur within hypnosis. These include:

- Automaticity people report that they didn't move their arm for example, but that it moved all by itself.
- Responding to suggestions or ideas as if they are real, even when this
 is counter to what they are trying to do for example people told that
 they can't stand up, can try to stand up yet they fail, people can be
 told that they won't feel any pain and whether they consciously
 believe they will or not, they don't feel any pain
- Any theory needs to be able to account for varying degrees of hypnotic susceptibility and the stability of this susceptibility

In everyday life environmental stimuli trigger specific neural systems – *unconscious behavioural guidance systems*, which lead to automatic behavioural responses (Bargh & Morsella, 2010). Hypnosis is the utilisation of these *unconscious behavioural guidance systems*. The hypnotist is utilising the default system that pre-dates the evolution of conscious awareness that allows for automatic behavioural responses to environmental stimulus without conscious awareness (Bargh & Morsella, 2008). Hypnotists would often say their aim is to communicate with the unconscious mind of the person, bypassing the conscious mind. As we don't really have two minds in this sense, a better way to think about it is that the hypnotist is trying to engage implicit or automatic processes. The subject may or may not be consciously aware of what you are doing or of what is happening. The *conscious mind* is really just a term given to state what someone is currently aware of and that awareness can then involve *time travel* thinking (thinking or imagining about the future and hypothetical scenarios),

evaluation and planning or goal setting. The conscious mind (or the fact that someone has awareness) means that certain behaviours can be suppressed but the urge usually remains, you can't suppress the non-conscious response from happening because this happens before conscious awareness, only the behaviour it would have led to.

Many forms of therapy focus on intervening at this stage, for example, someone enters a situation which makes them anxious then they do techniques they have been taught to help them relax. This can change behaviour, but it can also be hard work for the client as they are always being reactive, a stimulus triggers a non-conscious response then they try to employ a conscious strategy to tackle *the problem*. When what is needed is for the stimulus to trigger a different non-conscious reaction in the first place so as not to lead to needing to use willpower and effort to change the response after it has begun.

When there is a stimulus using direct or implicit presentation of ideas, this triggers implicit neural activation, this neural activation happens outside of awareness and leads to a behaviour or response. This response can be thoughts, emotions, or actions. This *unconscious behavioural guidance system* runs in the present, and keeps us tied to the present, whereas the conscious awareness lets you mentally time travel. Conscious motivation is built on non-conscious motivation, it uses the same system; the structure for processing was already there, consciousness just uses it.

There are four known unconscious behavioural guidance systems identified: emotional, evaluative, motivational and perceptual (Bargh & Morsella, 2010), the most influential system is the motivational system, the other systems often check things through the motivational system (unconscious goal pursuit). For example, the evaluative system mainly looks for where something is good or bad, if it is good and desirable (motivation) the behaviour is *towards*, if it is bad and needs to be avoided (motivation) the behaviour is *away from*.

The perceptual system involves perceiving the world around you and interpreting that to decide how you should respond, this includes stereotypes and mimicking behaviours (rapport), and is processed not just with the observed stimuli but also internal meaning is activated. The perceptual system is always monitoring the environment at a *preconscious* level to help you know how to respond to different things in the environment. This can lead directly to behaviours, or it can pass through the evaluative system, evaluating the perceptions before leading to behaviours and the motivational system can feed into the perceptual system before leading to behaviours also.

As mentioned, the evaluative system deals with approach or avoid evaluation. This can lead directly to behaviour, or it can feed in to the motivational system and then to behaviour, creating a stronger response, or the motivational system can feed into the evaluative system before leading to behaviours. This system helps us respond to whether an environmental stimulus is good or bad without having to think about it, like whether we should approach and pick one berry over a different berry elsewhere.

The emotional system is thought to mainly be to do with learning and its impact on cognition (Baumeister, DeWall, Vohs, & Alquist, 2010). Emotions begin preconsciously but can linger and can get worse. There is often a rapid low-level emotion which can lead to motivation and broad direction with behaviours, but not necessarily to a specific behaviour. Strong emotion takes too long to develop to be totally non-conscious because it requires many changes throughout the body. What is thought happens with emotion, for example with fear, is that you are in a situation and something gives you a sense that the situation may be dangerous and fear emotion begins in your body. Only a small amount of this feeling is needed to lead to automatic behaviour to run away before you consciously process why you are feeling fear and running away. But often the fear feeling continues for a while after the incident because it takes time for the full feeling of fear to develop and then the biological changes don't suddenly dissipate, so you link this with the event and then with thinking about the event just after it has ended and this then strengthens the learning to respond in this way in the future.

If the event was an innocent event, like walking along a country path pushing aside branches, and then one branch that is pushed aside ends up flicking a spider in your face, you don't have time to behaviourally respond based on an emotion because the event happened too quickly for an emotional reaction. So another system would lead to the automatic response of jumping, likely the evaluative system, but at the same time fear emotion would begin, this would impact on cognition and updating memories with the fear emotion to be scared of spiders, or perhaps scared to be pushing through trees like that again in the future, or even scared of anything which may remind you of this incident happening. The fear feeling didn't drive that behaviour, but instead it drove the cognitions relating to that incident to make sure that anything similar in the future would have some negative emotion to help steer behaviour in the future. Most emotions lead to behaviours that are to escape the emotions. When you believe you can't act out a behaviour to escape the emotion, you often don't try and so the emotion doesn't lead to any behaviours (Baumeister, DeWall, Vohs,

& Alquist, 2010). For example, if someone is depressed and doesn't believe anything they do will help lift the depression they don't try to do anything, yet if they believe doing something may help lift the depression then they do behaviours they feel will help them escape the emotion.

The motivational system can overrule the other systems, for example, if a baby was crying you won't mimic the baby (the expected perceptual system response), instead the motivational system will be more dominant and lead you to instantly check the baby is alright or to comfort the baby. The motivational system can operate directly from the stimulus creating behaviour. It bypasses conscious awareness even with complex behaviours but uses the same brain regions as conscious motivation. When the motivational system is triggered the effects increase over time until the behaviour is carried out, whereas when the other systems are triggered the effects are often short-lived if not behaviourally acted on and can pass within minutes.

Automaticity:

This view of hypnosis relates to automaticity from the perspective that the hypnotist is communicating with the implicit processing part of the brain, and it is the hypnotist's way of communicating that keeps that communication going. This means the hypnotist gets responses starting non-consciously before conscious awareness of the responses and then from how they continue to communicate continues this non-conscious responsiveness. The subject my consciously pick up on what is being said and done but will be responding automatically.

In motivation research you can establish a desired goal, use counterfactual thinking and implementation intentions to create strong automatic responses to environmental stimuli (Gollwitzer, Wieber, Myers, & McCrea, 2010). These play out like post-hypnotic suggestions. Once the goal is established and the desired behaviour is linked with an environmental stimulus it happens automatically. You can use priming, you can use implementation intentions or you can tell someone to do something and they can do the same behaviour. The difference is that with priming the person is communicated with in a way that they act out the behaviour without realising they have cooperated with the person doing the priming. With implementation intentions, the person may or may not be aware of the setting of the intention and when carrying out the automatic behaviour, they may or may not be aware that the reason they are doing that behaviour is because of the intention. If they are aware they will know they aren't deciding to do the behaviour and that it is occurring automatically,

when told to carry out a behaviour they generally feel like they have chosen to cooperate.

With priming, people respond automatically without conscious involvement. Humans fall into patterns of responding, so if someone responds 'yes' four times in a row, for example, a response-set is built up, so they are more likely to respond 'yes' on the fifth time, even if it is something they wouldn't necessarily normally agree with (if it is something they definitely wouldn't agree with then they are likely to feel like they are being manipulated and likely not to follow the response-set). If someone is responding hypnotically they are more likely to continue to do so, even when perhaps they don't need to. For example; if a hypnotist had been getting responses and then said "I would like you to lift your left hand," they could do this with conscious awareness and a feeling like they are deciding to consciously carry out the behaviour, but if they have been responding hypnotically, they may respond by lifting it non-consciously. Whereas, if the hypnotist presented the idea saying something like "in a moment I wonder which hand will lift" and if they respond non-consciously it will be because they non-consciously perceived the message as not being directed to the person to intentionally carry out any action. This may then be experienced as an arm lifting all by itself as the implicit behaviour happens and the person is consciously just an observer. Every person responds in their own unique way; someone who perhaps is resistant may think to themselves how they won't respond and that this won't work with them; then at some point over the next few minutes, especially if conscious awareness is directed elsewhere so that they feel like we have moved on from trying to get a response, they may develop an itch on their nose and take a moment to scratch the itch, not realising that they have just responded to the presented idea by lifting a hand.

There are many examples within priming research of ideas being communicated to people outside of their conscious awareness which influence the behaviours of those primed. For example; a study was done in a call centre to raise donations; one set of staff was shown written instructions and a photo of a person winning a race, while the other group just had the written instructions. The group that saw the photo raised significantly more money than those who just received the instructions (Latham & Shantz, 2011).

Responding to suggestions or ideas as if they are real, even when this is counter to what they are trying to do:

This was touched on above, if someone is told to lift their arm and they know they can lift their arm, then they will most likely lift their arm if they want to and will feel a sense of agency over this action. If they are told to *try* to lift their arm, *try* implies difficulty, so the implicit processing is for the arm not to lift, or at least be more difficult than expected to lift. When there is conflicting information, the piece of information that has come through first is most likely to be the driving or initiating behaviour.

The implicit processing has already started and is already actioned before the person is consciously aware of the task to be carried out. If anyone wants to try to consciously lift their arm, it is very difficult, because consciously we don't know how to do this. Normally we are motivated to achieve something, and this has already come through non-consciously, and then we think about doing something, then we think that we chose to do something. If the implicit and explicit messages are the same – "lift up your right arm". Then the person will have a sense of the idea of lifting the arm and will either decide to lift the arm or not, but they will feel agency over this even though if they decide to lift the arm this decision was made non-consciously, they just feel like they decided consciously. If the implicit and explicit messages are different – "try and lift up that right arm." Then the person will be likely to respond to the implicit message to try stronger than the explicit message to lift up that right arm. They may find the arm doesn't lift or is harder to lift in some way, and this will have an automatic feel to it because they will feel like they went to lift their arm, but for some reason it felt heavy, or numb, or some other response making it not lift quite as it *normally* would. Obviously, this isn't always the case, some people will just lift their arm straight up in a very deliberate fashion. Often those who do this aren't engaging in the process or the situation, or are keeping detached from the communication being presented.

When talking about implicit communication and communication outside of conscious awareness, this isn't about subliminal communication as touted by those who sell subliminal audio products. In studies done on these products it has been found that they don't contain any message at all, not even a message that is too high or too low for humans to hear (Merikle, 1988). Subliminal communication is communication outside of conscious awareness of the person. There are two ways of looking at this, one is communication that can be perceived by the senses, just in a way that can't be consciously perceived, the other is communication totally outside of awareness (or as mentioned above – no communication at all, any effects gained would then be due to the placebo effect). Because all information coming in through the senses is processed nonconsciously before there is any conscious awareness it is possible for some things to be registered non-consciously at a rate that is too fast for the signal to

have time to reach conscious awareness. For example, an image could be flashed on a screen fast enough that your senses perceive it and you can non-consciously respond to this, but the response is often very weak and short lived and you don't consciously perceive it and when you do respond to it, the response is usually basic rather than complex.

Subliminal communication done outside of awareness of the person has no influence at all. Subliminal audio tracks for example which claim to have messages to re-programme your mind, which are playing at a frequency higher or lower than you can hear while you have pleasant sounds playing don't work because your senses don't perceive the messages, likewise if the messages are played backwards and slowed down this is unlikely to work because you have to non-consciously recognise that pattern; most people won't recognise it and so won't respond to it because you have to hold everything you are hearing in mind long enough to hear enough of the message. You would then need to process what is being heard and work out that it is being heard backwards and in slow motion and then work out what is being said and what that means and you will have to listen to at least most of a sentence backwards and then process it forward. You couldn't just listen to individual words and respond, because, until you have the rest of the sentence you won't know the meaning and context.

One thing some people may be thinking is that infrasound can't be heard, yet they can have influence on us. This is true, but they are being perceived by us as a person, they aren't outside of our awareness as a being. They also can't create something specific, they create general responses. What can happen is, for example, that an infrasound can trigger visual hallucinations, these may start as just a vague idea that something is seen, or perhaps flashes of light or colour or shades. Then over time we start giving meaning. There are many alleged hauntings where this happens, where there is an infrasound in an area of a building perhaps caused by an air vent vibrating, rumours start about a haunting and perhaps how someone died in that location and that people have seen the ghost of the person out of the corner of their eye. This story gives meaning to others who visit that area. Sometimes it could start out as a bad feeling, then a shadow out of the corner of the eye, then something moving and with more substance, then people see it with more detail and so it gets more elaborate. Yet, this is all just meaning given to the sensory input that is being created in the mind of the experiencer. This is more prevalent among people who are very sensitive to their own bodily sensations. They may notice a slight feeling or sensation that someone else having that same experience overlooks. It is also based on what our brains do, they try to make sense of the world and find

patterns. This is how the Ganzfeld Effect works, the visual field is filled with a uniform colour and light and from the most minimal sensory information the brain starts to try to create patterns and meaning. In many cases, this quickly turns into hallucinations.

This problem of responding to suggestions as if they are real, even when this is counter to what we are trying to do is a common and often overlooked problem. We want to stop smoking, we have every intention of not putting the cigarette in our mouth yet find we do it any way. Or we stand in front of an audience and feel nervous and want to calm down. We can rationally tell ourselves these are all people we know and see every day and so there is nothing to be nervous about, yet that implicit response has already started and is in full flow, so it takes considerable effort to break it and do something different.

It is also known that generally the higher the level of motivation the more successful suggestions can be, so if someone is in pain and a doctor tells them a specific drug will make them pain free, and then gives them a placebo, this is likely to be more successful because they have activated the implicit neural patterns for trusting the doctor, for the doctor's status, their training and abilities and belief that they know their field and what they are talking about. You then get the pills which have rituals attached, so you trigger the patterns for prior times you have taken medication successfully where you have taken pills at specific times and specific doses, you associate the colour of the pills with patterns saying generally red and big pills are best for pain control, so when you take the placebo it works, even if consciously you are thinking you don't think it will work. You can even know that you are receiving a placebo and it will still work (Schafer, Colloca, & Wager, 2015). It is more about whether it matches a number of non-conscious patterns, rather than conscious patterns. If some of the significant non-conscious patterns were different due to upbringing for example, so maybe you highly distrust doctors, and have negative patterns associated with doctors, and you have taken medication similar before that didn't work for you, then the placebo may not work.

Any theory needs to be able to account for varying degrees of hypnotic susceptibility and the stability of this susceptibility:

In different contexts hypnosis can be more or less successful and people generally remain stable in how susceptible they are throughout their life (Morgan, Johnson, & Hilgard, 1974). Using structured, scripted, standardised inductions leads to a few people responding very well, some people responding reasonably well, many people responding average, some people not responding

that well, and a few people barely (or seemingly not) responding at all, like a bell curve. Tailoring the hypnosis to the client and how they personally become absorbed and focused gets a higher success rate, although there is still variability in what individual people can and can't do hypnotically, and for therapy most people get results whether they have entered what may be termed deep, medium, or light hypnosis on hypnosis scales.

The response you get can depend strongly on the context. In the same way that contextual priming shows that if you vote in a school you are more likely to vote for a politician that is promoting education, and if you vote in a church hall you are more likely to vote for a politician that is promoting religion (Berger, Meredith, & Wheeler, 2008). With hypnosis, if you try to hypnotise someone out of the blue in the street you will have a different response compared to hypnotising them in a therapy room or science lab or at a hypnosis stage show. This is why some people are great hypnotic subjects during stage shows, but not good subjects in therapy, or good subjects in therapy but not in science labs, or good in science labs or therapy but not in stage shows. The context in which hypnosis is happening will have an influence on the results achieved. This will also be affected by how the hypnosis is done in that context. Someone may respond well to a rapid hypnotic induction in the context of a hypnosis stage show and with the timing that the induction happens during that stage show yet may not respond well to a rapid hypnotic induction during a therapy session where it may feel manipulative and forceful, yet they may respond well to a different hypnotic induction in that context. The context that someone is in, will influence how they will respond and behave.

There is nothing that people do when *hypnotised* that they don't do in everyday life. The difference is that hypnosis is the process of focusing and guiding attention and is goal driven. We all have experiences of cutting ourselves and not feeling any pain until we see the cut; or needing the toilet while queueing to get tickets to see a film in a cinema, but once seated and the film starts we become engrossed and forget we need the toilet and don't remember until the film ends; or sitting on an uncomfortable chair only to get so engrossed in what someone is saying that you stop being aware of how uncomfortable the chair is, or, as Einstein said "a second with your hand on a hot stove can feel like an hour, and an hour with a beautiful girl can feel like just minutes." These are everyday examples of amnesia, anaesthesia, time distortion and dissociation, that when focused on with purpose, lead to something that seems unusual, which is actually quite ordinary.

There is always non-conscious information creating behaviours, feelings and thoughts, but often there is so much else going on that the client doesn't notice these subtle signals; they don't notice the subtle emotions they feel towards the cup on the table, to the placemat, to the table itself, to everything else in their attention; or that they have been unaware of the glasses on their face for the last thirty minutes, or that they have been unaware of the sounds around them while reading a good book. It is like having a strong wind blowing on a lake and trying to notice a small wave coming from one location. The small wave blends in and goes unnoticed, if the wind calms down and the big waves calm down the small waves can be noticed. This is the same with clients. We are always responding to signals coming in, if we see a car on TV break hard, we make a subtle head and body movement forward. Normally we wouldn't notice this. If a hypnotist asks a client for an arm levitation there will be a subtle movement, if the client is focused enough to not be jumping their attention around to other stimuli and drowning out the signal they will be aware that automatic movement has occurred, they will be able to watch and experience this happening. This may focus their attention further, leading to an increase in response as they become curious about the experience. If the subject is paying attention to other things, then they may not notice the subtle movement in the arm that is being suggested by the hypnotist, the arm may levitate all by itself without the client's attention, or if the client was moving around and being active they may move their arm and not notice that there were subtle movements happening in response to the hypnotist's suggestions.

So, there are varying degrees and a stability of this susceptibility. If someone doesn't understand what is expected of them or how to carry out what they have been asked to do, they either may not respond, or they may take a while to respond and this response may happen after the hypnotist has stopped focusing on getting that response. Unless they learn how to respond and what they need to do as a client for that specific approach, then they will respond the same whether they are being hypnotised today or in ten or twenty years' time. Every client will have their own unique interpretation of the suggestions just like every person has their own unique patterns triggered by priming, so they may appear to respond, or not to respond, to a varying degree. For example, someone may respond to the suggestion of arm levitation by having their arm get heavier and not lift, or it could lift quickly, or slowly. Or there could be a long pause before the arm starts to lift, the arm may lift ever so slightly, or lift high into the air, the arm may remain in place, but the person may believe the arm has levitated and perhaps even hallucinated that arm in the air, even though in reality the arm hasn't

moved. That individual's response will remain consistent. The role of the hypnotherapist is to work with the way the client responds, rather than try to make the client respond how they want the client to respond. We all have our own associations and ways of doing things. So, using any one induction or type of induction is likely to elicit a variety of responses in different people, with some responding well to that type of induction, others not responding so well, or not seeming to respond at all depending on how well that induction approach fits with their unique way of focusing and absorbing attention. Although there is stability of susceptibility this isn't rigid, it follows a pattern. There is greater susceptibility among children (Morgan & Hilgard, 1973) peaking around ages 9 to 12 and then decreasing into adulthood with a slow decline in susceptibility through adulthood from ages 17 to 40 before beginning to increase again into old age (Page & Green, 2007).

What is *doing* hypnosis?

We have covered what I think the *state* people call hypnosis is, but as mentioned, that is just one of many states of trance, we have also covered what is going on in the brain of someone who is hypnotised. Although hypnotherapists will guide people into a flow-state for doing effective change work, what we haven't covered in detail is what doing hypnosis actually is.

Hypnotic communication is designed to communicate directly with someone on a non-conscious level. Depending what you say and do, the person may be aware consciously of what you have said and are doing and the communication you are giving, but the way things are phrased communicates that you don't want them to be consciously responding; instead you want them to be responding automatically. You communicate that they are a conscious observer, not a conscious doer.

For example, there is a difference between saying "lift up your left hand" and "I'd like that left hand to lift". If I said the first sentence to someone they are likely to just lift their left hand up because I told them to lift their left hand up. They will do this with conscious intention. Obviously, many aspects of this will have happened non-consciously, like which muscles need to move and by how much to fulfil the task, but they will be aware that *they* were doing as instructed. Whereas, if I said the second sentence, I haven't said "lift up the hand," I've spoken in a disassociated way telling the person as a being that I would like the hand to lift, not *telling* them to lift their hand. I am communicating that I want it to happen automatically, and this is how you communicate hypnotically. You communicate largely through implications, even when you seem to be direct you

do so in a way that carries implications of not wanting the person to consciously do what you are suggesting.

Another area of communicating and bypassing the person's conscious involvement is utilising the way people non-consciously recognise and respond to patterns, for example, you can use storytelling or metaphors, like telling a story about digging a car out of a rut as a way to communicate the pattern of getting out of a rut the person feels they are in at this moment in their life. You can also use patterns within your communication in how you present suggestions or ideas. Later in the book we will cover embedded commands and suggestions which are where you mark out parts of your communication to the client. These are examples of communicating patterns to the client. You may say "So, before we **begin the hypnosis**, I'm curious about what sorts of things you find help **you** relax deeply and comfortably? Quite a nice way to drift into hypnosis is by thinking about a pleasant memory or perhaps a hobby or interest that helps **you** become absorbed, you know, the kind of thing that makes time seems to fly by (intentionally said incorrectly). Or the sort of thing that when you sit around thinking about it, you drift into a daydream or reverie and become absorbed in the experience in your mind, becoming less aware of your surroundings and feeling so comfortable..."

To the person consciously, you are speaking normally, perhaps emphatically at times, but they don't notice you are communicating on multiple levels. Nonconsciously the person notices the pattern, so that when you say the words in bold you add extra emphasis, you say those words perhaps in a slightly softer and deeper tone of voice and you stick to this pattern consistently. They notice non-consciously that everything said in this way is communicating messages separate from the main communication. This may not be recognised straightaway, and different people pick this up at different times, but as a hypnotherapist you notice when the client starts to respond to these messages and has recognised that the patterns are forming. If they don't recognise the pattern, they don't respond to the pattern. This goes against people saying they are too clever and strong-willed to be hypnotised, and that only weak-willed low intelligence people can be hypnotised, because the opposite is actually true, it takes some level of intelligence to understand and respond to ideas presented. Once the person starts responding to the presented ideas, you would notice they begin to drift inside their mind, their eyes perhaps glaze over, they become still, their facial muscles become smoother, their breathing slows down and they become less responsive to peripheral stimuli.

What happens is that the response comes from *within* the client, not from them consciously deciding to do something, it feels like it is automatic to them. When done artfully it doesn't feel like the hypnotist is doing something to them, because what they are experiencing is coming from within them, not from the hypnotist. This is the aim of hypnotic communication, to be presenting ideas for the subject to respond to in their own way automatically rather than by consciously doing as they are told. It is common for people to not realise that they are responding to ideas presented to them, they will frequently give a justification for their actions. For example, if I presented ideas for arm levitation they may lift their arm and scratch their nose giving them a feeling of control over their actions. If asked why they lifted their arm they may say they had an itch on their nose and so scratched it. If I presented the idea of opening a window they may feel warm and then open the window, and when asked, they may say they were hot and so opened the window and won't recognise that it was the ideas I presented which led to them opening the window.

In my opinion, this is the best way to do therapy, because then clients feel a sense of autonomy and control over getting better, rather than getting better because of the therapist, it leaves the responsibility for getting better with the client, rather than an *all-knowing* therapist. The role of therapy is to get clients out of therapy as quickly as possible and to empower them to feel they know what to do in any future similar or related situations themselves, rather than having something happen in the future and they seek out therapy again believing they need a therapist to get better.

As you have probably noticed, this also occurs with priming. People can be primed by an idea – like warmth, they then rate someone as being more likeable and when told that the reason they felt warmer towards that person was because they had the idea for warmth presented to them by holding a warm cup. They often don't believe they had been influenced, they don't feel influenced, they feel like they were asked a question, they thought about the answer and then gave a free answer that they decided on having weighed up evidence – like what the person looked like, or based on the description of the person. Learning about priming is what made me realise that this is all hypnotherapists are doing, they are communicating ideas to the person outside of that person's conscious awareness. Indirect hypnosis is using communication that is outside of the client's conscious awareness to communicate ideas for them to respond to. It isn't just about verbal covert communication like embedded commands, but communication in general. So, a hypnotherapist working with a couple may give both a warm drink before they enter the session and then in the session may ask

them about what they liked about each other when they first met. The clients will have better access to this information because the idea of warmth has been primed already. They may suggest to someone to go on a long walk up a hill and look out from the top, suggesting the idea of gaining perspective for someone who needs this. They could do the same via a story they tell to the client during the session. If the therapist wanted to help someone boost their immune system, increase healing and fitness levels and IQ they could talk about youthfulness and absorb the clients' attention around youthfulness. This has been done with elderly as a priming experiment which led to these improvements.

Priming can also be used to increase self-disclosure (Grecco, Robbins, Bartoli, & Wolff, 2013) and improve therapeutic relationships (Marchese, Robbins, & Morrow, 2018). What I find interesting, is that these studies don't talk about being hypnosis studies, yet what is in these studies I would do variations of as hypnosis within sessions to indirectly suggest the idea of comfortably sharing with me and that we can work together therapeutically. I would say these are studies of doing hypnosis, and yet hypnosis is rarely thought of in terms of priming. Part of what I am trying to do in this book and try to do in all of my work, is to show that there is nothing special about hypnosis, that it fits normally within other fields of study and in what others research. For example, in these priming studies, ideas were communicated to people outside of conscious awareness, the communicated ideas stimulated related neurological patterns to those ideas, people then acted automatically to those ideas without consciously deciding to respond. This is what is described as hypnotic responding where someone responds automatically without consciously deciding to respond a specific way, and the idea has created a reality for them that they are perceiving the world from within and so their response feels real to them, they don't feel like they have been manipulated or influenced.

With priming, it is thought that when people know about the priming it can make it less effective. I think that what it does, isn't so much that it makes the priming less effective, it adds in additional information to respond to. So if you know that because you have held a warm drink you are going to warm to someone you get asked the opinion of, you will have activated the knowledge of the manipulation that is taking place. Therefore, if ordinarily you would have responded positively to the priming, you may now not respond at all or even respond negatively because the neurological patterns for the manipulation have been triggered as well as the intended priming effect. Just like with hypnosis, you are primed with the ideas presented, including the ideas you have yourself. If you notice the hypnotist is trying to manipulate you then this may prime for resistance and

make the ideas less effective, or not work. With hypnosis there are other factors that will influence the response a client gives, one of these things is the belief of the client. If they believe that hypnotists are all powerful and that they are under the hypnotist's spell, then even if they *consciously* think that they don't want to respond the belief that they are powerless to resist, means that they are likely to respond anyway (depending on their innate ability to perform the task), but at any point they can still decide not to respond they just don't truly think that they can in that moment.

WHY USE HYPNOSIS AND HOW DOES IT FIT INTO THERAPY?

Hypnosis is about guiding trance and interacting with the non-conscious

With hypnosis a therapist guides the client's attention and is communicating with the client's whole brain, they may be consciously aware of what you are saying and doing but the communication isn't aimed at the conscious awareness. Many of the indirect hypnotic techniques communicate and interact directly with the client on a non-conscious level often bypassing their conscious awareness. It is important to remember the person is aware as a whole being, hypnosis isn't about doing an induction to shut down the conscious mind and bring forth the unconscious mind because the person is always aware as a whole brain. Erickson stated "When I am talking to a person at the conscious level, I expect him to be listening to me at an unconscious level, as well as consciously. And therefore, I am not very greatly concerned about the depth of the trance the patient is in because I find that one can do extensive and deep psychotherapy in the light trance as well as in the deeper medium trance. One merely needs to know how to talk to a patient in order to secure therapeutic results" (Erickson & Rossi, 1981).

So, one reason you use hypnosis is that it goes beyond the narrow band of conscious awareness and the limitations that this entails with trying to access information and understandings which often we have very little to no real access. Often interpretations we may make are guesses, which may or may not be accurate and trying to put everything that makes up the problem and solution into words and to express it satisfactorily is almost impossible to do.

Many problems happen with a non-conscious pattern

All psychological and some physical difficulties involve trance states. A trance state involves a narrowing focus of attention. When a client comes to you with a

problem they rarely see multiple perspectives and when they do, they don't see them as something they could overcome. All problem patterns involve some level of trance. In a trance you get a bias of perception. A depressed person looks at reality negatively and past orientated, for example, compared to an optimistic person who looks at reality positively and future orientated.

Most hypnotic techniques and skills are designed to break the client free from problem trances and create multiple perspectives. Sometimes it can be best to encourage the problem rather than fight it. This can help to maintain and build rapport and can also misdirect the client from recognising that what you are suggesting is actually going to be what creates the solution. For example, you can say "you can continue smoking for now *but...*" the *but* part is the therapeutic part. The psychiatrist Milton Erickson once told a client they could continue to suck their thumb but they had to also suck each other finger individually each time they sucked their thumb. Making the problem too much of a chore which led to the person becoming sick of sucking their thumb and each finger and so wanting to stop the behaviour completely (Zeig, A Teaching Seminar With Milton H Erickson, 1980).

The main reasons for problems are:

- Emotional needs not being met
- Harmful or unrealistic expectations
- Faulty pattern matching
- Feeling overwhelmed
- Worrying
- Developing a problem behaviour pattern
- Being unable to break out of a trance state

Most problems involve people getting themselves into double binds (damned if you do, damned if you don't), or lacking certain skills or abilities (to relax or to build rapport etc.) or finding themselves experiencing splitting or linking. Splitting is where you don't want to carry out the problem behaviour and yet you carry out the problem anyway, this is a trance problem — your conscious awareness is that you don't want to do something, or you want to behave in one way, and yet, non-consciously the undesired response is what is activated leading to the problem behaviour occurring whether you consciously wanted it to or not.

For example:

- Blushing perhaps meeting someone where you don't want to blush but blushing anyway
- Anxiety perhaps going to give a talk, don't want to be anxious but being anxious anyway
- Addiction perhaps not wanting to smoke but smoking anyway

Linking is where you attach a stimulus and a response, this is also called a trance *mind-programming* problem. For something to be a problem, it is likely to involve splitting and linking together. The person won't want to have the problem, won't want to carry out the problem behaviour and yet it happens automatically, and the problem will be linked with a stimulus.

For example:

- Doing a presentation and feeling terrified
- · Seeing someone you like and blushing
- Feeling stressed and wanting a cigarette

Hypnosis is the best way to help someone update non-conscious patterns

Memory and learning processes are activated when doing hypnosis, which is the state that you go into to create or update patterns of behaviour. By helping clients access this state, a therapist can help them to update instinctive patterns of behaviour, helping clients to respond differently in future situations. This is why hypnosis is useful for therapists to use with clients. It is a way to enable clients to do mental rehearsal of thinking, feeling and behaving differently in the future. Clients are able to relax, leading to increased flexibility of their thinking so that they can *try on* different beliefs and expectations. They can also tackle worry or feeling overwhelmed and updating neurological patterns, having a different trance triggered by stimuli and tackling splitting and linking.

How Hypnosis Fits into Therapy

Hypnosis isn't therapy, hypnosis is just about communication. There is a lot of confusion among the general public about what hypnotherapy is, many think hypnotherapists all do something called *hypnotherapy* and that it doesn't matter who you go to because they will all be doing about the same type of therapy. Clients will say they have tried counselling, cognitive behavioural therapy and other psychotherapies, none of them have worked, so they want to see a hypnotherapist who can re-programme their mind and stop them having their

problem. They have this assumption that the hypnotist will use their magic powers to suggest away the problem when in reality a legitimate hypnotherapist will be doing the same as other therapists, they will just be overtly utilising hypnosis as part of the work they do rather than using hypnosis without realising it and claiming not to use hypnosis.

All counsellors, psychotherapists, cognitive-behavioural therapists, or any other psychological therapist will be doing hypnosis as part of what they do, they will be guiding and narrowing their clients' focus of attention. It could be a counsellor reflecting back what a client has just said for the client to continue focusing down that path of thinking, or reflecting back "what do you think?" Which encourages the client to narrow their focus, journey inside their mind further to think more about what they are discussing and to try to find an answer. It could be a therapist encouraging a client to follow thoughts and memories back towards a *root* memory or cause where the problem first occurred. It could be a cognitive-behavioural therapist asking a client to think about their thinking, or a solution focused therapist encouraging a client to imagine what life would be like if they didn't have the presenting problem. All of these are examples of doing hypnosis, but most therapists who do these things don't think of them as doing hypnosis and often know very little about it, having likely never taken any training in hypnosis.

The difference between these therapists doing hypnosis and a hypnotherapist doing hypnosis is that the hypnotherapist has more training and so often understands how to do it more effectively than the average therapist. As an example, many solution focused therapists will ask "what would life be like if you didn't have your problem?" This focuses and directs the client's attention inwardly but it isn't the best way this can be presented. A hypnotherapist would ask "what will life be like when you no longer have that old problem?" This question gives a completely different meaning and impact. The client will respond by focusing and directing their attention inwardly with both questions, but the difference is that in the first example the implication is that this is a hypothetical question "what would it be like" and "if", whereas the hypnotherapists question isn't hypothetical: the implication is that it is something inevitable in the client's future "what will it be like when?". The other difference is that the first question makes the problem part of the client's identity "your", whereas the hypnotherapists' question makes the problem external to the client and sets it in the past with "that old".

The hypnotherapist will usually have a greater understanding of the benefit of

silence as a way of deepening trance so they will present a question like this and then soften their voice and have periods of quiet and know what types of questions to say that encourage deepening of the inner experience for the client while they answer the question. So the whole interaction is hypnosis and yet lay people rarely realise this, they think of hypnosis as something where you ask someone to close their eyes and then you give them hypnotic suggestions, then they open their eyes. Some people think they won't be able to resist hypnotic suggestions, others think that they will have total amnesia for what takes place within hypnosis. People believe in many other myths about what hypnosis is and this is their perception of hypnotherapy.

Some hypnotherapists do suggestion therapy, they don't do hypnotherapy as such, they just suggest problems away and hope the problem stays away. This is very ineffective and in no way would class as therapy. Even when the problem goes away it frequently returns after a short while because nothing about the problem has been changed, for example, someone may quit smoking by being told to stop smoking, or having aversion suggestions used, like being told that cigarettes taste like tar, but if smoking was that client's self-therapy for managing stress then unless the person works out a healthy way of managing stress they are likely to return to smoking again as this is what they know. Hypnosis is used to enhance the therapy being done rather than as the therapy itself. So, you get cognitive-behavioural hypnotherapists, solution focused hypnotherapists, psycho-analytic or psycho-dynamic hypnotherapists, pretty much any form of therapy could be the form of therapy the hypnotherapist does with hypnosis as an adjunct to that therapy. Even Ericksonian hypnotherapists will have different approaches to therapy. The Ericksonian approach is a way of approaching therapy not therapy itself. So every Ericksonian therapist would have their own therapeutic slant, those taught in cognitive-behavioural therapy would take a different approach to therapy compared to those trained in psychodynamic therapy, they would also have different views on how problems are formed and what is needed for treatment. Each therapist would use an Ericksonian approach based on their knowledge and beliefs.

How hypnosis fits into therapy, is that it is used to encourage a favourable state of learning in the client and to facilitate the periods of inner work. It is often used to guide someone into a relaxed, yet alert state, to allow them to do effective mental rehearsal altering past memories and practicing future behaviours. This is done based on the therapeutic work that has been undertaken using whatever therapeutic approach the therapist is trained to use.

HISTORY OF HYPNOSIS

Therapeutic hypnosis as I would define it (focusing and absorbing attention, guiding someone into a state where they have greater access to their own nonconscious potential and processes) in some form or another has been around for thousands of years. Hypnosis is a natural phenomenon that is a fundamental part of being. For much of human history people sat around telling stories as a way of conveying information and learning. One of the oldest hypnotic phrases is some variation of a story opener like "Once upon a time...." There are many variations that instantly start the hypnotic process. People have been telling stories for thousands of years around campfires about what they got up to during the day, about discoveries and new learnings, about dreams and ideas, myths and legends, and for healing and personal development. Oral hypnosis has probably been done since we first learned to communicate with words, non-word-based hypnosis has been around longer than this, like using touch, movement, dancing and music. In many cultures there would be tribal dreams, where to transition into adulthood you would have to have had a specific dream in a specific way and only when you have the complete dream fully will you have the knowledge to be an adult. This is similar to how a hypnotherapist may use client's dreams from session to session as the client makes changes to their thinking and behaviour by metaphorically addressing the underlying pattern of the problem.

Shaman and healers often used dreams or entering a trance state as a way of diagnosing and curing illnesses. Within hypnosis and dreams we can create creative connections we otherwise wouldn't have made. We can piece together and access inner knowledge and be more receptive to noticing instinctive responses or intuition. People who could do self-hypnosis effectively would be able to use whatever ritual works for them to guide themselves into hypnosis and if they have knowledge to be able to access; like if they have a good understanding of the different local plants and their effects when consumed in

different ways, or an understanding of anatomy and functioning of bodies that is above the knowledge of others in the tribe, then they are likely to be able to access this knowledge and make non-conscious connections to find solutions. Milton Erickson used to say "you know more than you know you know" referring to the amount of knowledge we have that we don't realise we have. For example, we have a lifetime of experience of seeing people's faces change colour as blood flow increases and decreases from moment to moment depending on emotions (Gorder, 2018) and various other factors, like whether we have relaxed or tense muscles, whether we have been expending energy or sedentary, and reflections on our diet and health. Someone who has seen lots of people with many conditions will non-consciously be building up patterns of what people presenting with different complaints look like. Once they have seen enough people they become quicker to recognise signs of conditions people have presented with before, but also to have instinctive feelings about the type of problem someone may be presenting with even if they haven't seen that specific problem before.

Through much of human history people have undergone various rituals as a way of entering some form of altered state or *trance* that gives them some ability they otherwise wouldn't possess. This could be an ability to consult with spirits or the dead, or to foresee the future or some other place in the present. Or to access higher knowledge or wisdom, or to promote healing or pain relief and to be able to comfortably undergo surgery or perhaps a ritualistic act, like having a tattoo or maybe injuries to the body. What is really happening is that these people are connecting with themselves and becoming more responsive to their own inner responses and knowledge. This knowledge isn't always correct, but as someone's experience increases they become more accurate. People putting themselves into *trance* to do psychic readings will be more aware of the client's non-verbal responses while in this state, those who do muscle reading will be better at picking up subtle muscle movements while in this heightened state of awareness. Those who do séances with Ouija boards or similar equipment will be more responsive to doing ideo-motor movement to move the glass or counter non-consciously to get seemingly meaningful answers, the same with dowsing.

While in a heightened state of awareness dowsers will do better at picking up information from the environment around them and without awareness will turn this into ideo-motor movement without realising they are the ones moving the dowsing rods or pendulum. Today people will use self-hypnosis for pain management before surgeries and other procedures rather than anaesthetic. It has no risks to health as there are no drugs involved, and as there aren't any side

effects people can go home quicker after surgery. Using self-hypnosis also turns on the bodies healing response and reduces inflammation so people recover faster. So, many things which used to be explained by spirits, the occult, witchcraft or gods etc.; where rituals were used to induce a *trance* to be receptive to these things was actually just hypnosis before the term hypnosis existed and accessing our own innate skills and abilities.

There are examples of rituals which sound a lot like rituals hypnotists may use that are described in ancient texts. For example, the Egyptian Demotic Magical Papyrus (half is in the British Museum) (Griffith & Thompson, 1904) from around 200 AD which contains rituals likely to be similar to what was practiced in Egypt for at least centuries beforehand, about guiding someone through the process of looking at a lamp, and then having them close their eyes and then the guide recites to that person a specific incantation seven times, followed by having the person open their eyes and saying "do you see the light?" The person is then expected to respond that they see the light. If they don't respond to say they see the light the guide has them close their eyes and depending on the ritual will repeat the incantations or will use the next set of incantations. It doesn't specify whether the lamp is lit. If it isn't then it could be that they are expected on opening their eyes, to see the light (flame) which would be hallucinated. This would fit with how many of the rituals proceed from here; where they involve gods communicating through the person, or some kind of sensory shift or experience which would be enhanced by the person having demonstrated hallucination skills as a sign they are in a suitable *trance*.

Hypnosis appears in many spiritual traditions from shamanism to Christianity and Buddhism, practices which resemble hypnosis are described in Vedic texts dating back to around 1500 BC. Prior to this they would have been conveyed orally. Mantras are chanted with specific rhythms and styles creating sacred sounds which guide the person into a trance where they can pass through lower states of consciousness towards enlightenment. Within the bible many events read like those writing it understood hypnosis, from Genesis 2:21 where God puts Adam into a deep sleep to remove one of his ribs, before fixing up the wound with flesh. Through to examples of Jesus healing people in the New Testament like in Luke 5:20-26 where he heals a paralysed man in a very direct way where there is a huge amount of expectation and belief in his healing abilities and a desperation to get seen and have a chance to be healed. When the paralysed man was lowered in front of Jesus he was very direct, he got attention, which he would have commanded just by being Jesus, in the same way that people often feel their heart racing and a nervous anticipation when in the

presence of highly admired people you would love to meet. Following receiving this attention, Jesus was direct with his suggestion that the man's sins were forgiven. This in the context of the time was more powerful because only God could forgive sins and they would have known that, so other healers would try to *channel* God to do the healing but doing this is less impactful than being commanding yourself.

This is like a stage hypnotist triggering the orientation response and saying "sleep!" It has more impact because it is direct at a time you want a clear response and this clear response gets responded to more effectively than a vague or uncertain suggestion; because at this moment in time you are also in a heightened state of awareness, so any doubt or uncertainty on the part of the hypnotist/healer gets picked up on and responded to just as much as the intended suggestion or idea. Jesus went on to tell people he has authority on earth to forgive sins, he then commands the man to get up, take his mat and go home. This is all done with authority and confidence and a certainty that what he is saying is inevitable and it builds suggestions onto each other in the same way that a hypnotherapist may suggest something to let the client know change has happened non-consciously which primes or seeds. As Milton Erickson described it, for the person to respond more powerfully to a related activating suggestion when it is given, then giving some time for that suggestion to sink in before giving a direct suggestion for change, that is linked to the more indirect or priming suggestion that was used beforehand.

During the last couple of thousand years, hypnosis has cropped up around the world, at times people have found it scary and attacked those who seem to have *special powers*. In other times, those who can connect with their inner wisdom or who seem effective at healing others have been put on a pedestal and treated as being important within the society, and sometimes people have had both, they have been revered by some and attacked by others. Prior to the last couple of hundred years there have been people classed as witches, shaman, witch doctors, healers, mediums and psychic. There have been sleep temples, magic, group rituals and chanting, story-telling, occult practices, exorcisms and tribal dancing. The techniques largely stayed the same but this all shifted shape with the advent of the scientific era.

Although I have shared about how hypnotic practices are written in various religious texts showing that how to heal and how to access greater levels of human potential have been known and understood for thousands of years: this isn't about questioning validity of religions and beliefs people hold but about

how through most of human history what would now be classed as hypnotic techniques and trance induction and even hypnotherapeutic techniques have been used to heal people and help people access more of their potential. These same processes have been used, discovered and rediscovered time and time again with different surface packaging but the same underlying structure because hypnosis and *trance* are an essential part of life.

Since the dawn of the scientific era in the mid 1500's which was built upon aspects of Greek, Roman and Islamic science among others; people began to focus on trying to understand the world around them in a measurable and evidenced way. If something couldn't be understood they didn't want to just attribute it to a higher power of some kind, they wanted to explore it and figure it out. One of the starting points of this was Nicolaus Copernicus putting the Sun in the centre of the solar system rather than the Earth in his book De Revolutionibus Orbium Coelestium (On the Revolutions of the Heavenly Spheres) in 1543 and Isaac Newton laying down laws of gravity and motion in his book Principia in 1687. As well as this move to understand the physical world in a new way, there was a move to understand humans and life with the development of modern neurology beginning in the 1500's and psychiatry following in the 1600's. One of the earliest psychiatric books was *The Anatomy* of Melancholy by Robert Burton in 1621 and the 1700's William Battie wrote his Treatise on Madness in 1758 helping to advance the view that those experiencing mental illness should be treated with compassion and helped to be treated. This was likely helped further along in the late 1700's when the King of England, George III was experiencing mental illness (likely due to poisoning from perhaps products he was ingesting or using products containing arsenic – which was detected in high levels in samples of his hair examined in 2005). He had experienced a mental illness in the 1760's and again in the 1780's. A high profile person like the King of England experiencing mental illness and going away for a time to recover and seeming to have got better may have encouraged people to see mental illness as something that can be *cured* or at least treated to some extent.

This brings us up to the era of the beginning of modern hypnosis. It starts with an in-between stage where practitioners were trying to develop scientific understandings of what they thought they were doing and what was taking place based on what was popular at the time — magnetism. Franz Anton Mesmer (1734-1815) was the first to have a go at developing a scientific mind-body healing approach. Mesmer trained in medicine and set up in practice. One day he had a patient he had been unable to treat, so he turned to something he had never

tried before. For centuries magnets had been used for treatments, through the 1500's and 1600's the idea that we have magnetic power and a magnetic fluid within us we developing. One proponent of the idea who was practicing healing with magnets was Father Maximilian Hell. Mesmer acquired magnets from Hell as a last resort attempt at treating his untreatable client. Mesmer had a number of sessions with this client where she had fits and felt waves of energy, and this resulted in her cure. Mesmer didn't attribute it to the use of magnets, but instead felt the magnets had facilitated the movement of the magnetic fluid into and through the body (Waterfield, 2002). The dramatic transformation of this client set Mesmer on a new path. Mesmer believed in the idea that there was a magnetic fluid within us and that problems occur when there is an imbalance of magnetic fluid and this can be addressed by adding more magnetic fluid into the body.

Mesmer had many successes with patients and gave dramatic looking demonstrations of people undergoing magnetic therapy. He initially used magnets, then he would magnetise objects and turn this into instruments of healing, then moved on to believing he contained enough magnetic fluid that he could heal people with his touch, then with passes of his hands over people, then by speaking with authority. Despite this shift from magnets, to any objects, to not needing an object and instead using physical touch, and then hand passes, and onto speaking authoritatively he seemed to cling to his theories rather than change his views. As he was presented with new evidence that was pointing towards magnetism and objects being unnecessary, that the same results can be achieved through communication between the therapist and the patient. Mesmer's approach became known as mesmerism, developed after his name. Although the medical establishment generally felt Mesmer was a charlatan, his dramatic cures and reports of trances that people entered during his magnetic therapy attracted many followers.

In 1784 Benjamin Franklin was called in to investigate mesmerism and the claims made about how it worked. The commission concluded that there was no magnetic fluid, that when patients could see what was being magnetised they experienced some effect, but when they couldn't see they experienced no effect, so there can't be any magnetic fluid because they should have the same experience whether they are looking or not. This appeared to discredit Mesmer and claim mesmerism was nonsense, but it didn't address the fact that many people had been cured, and that many people experienced effects. All they had done was prove that Mesmer's theories were incorrect. One of Mesmer's students, the Marquis de Puységur doesn't get as much recognition or credit as

he should, although his approach was gaining popularity at a time when Mesmer's approach had been discredited. His view was that the power resided within the client, and that it was more about client's belief and wanting success that led to the mesmeric *trance* state and that there were other ways of inducing it rather than through animal magnetism.

Puységur disliked the violent, convulsive reactions of patients during treatment by Mesmer, he felt that it must be possible to keep someone calm during the process. He decided to try this with his next patients. While working with them, when he noticed them starting to get worked up he diverted their attention to lighter themes as a way of keeping them in a pleasant state during treatment. Puységur seemed to have a great ability to build a deep rapport with his patients, so they became hyper-responsive to his communication. He shared about a client spontaneously singing songs he was mentally rehearsing in his own mind or answering questions he had thought but not asked (Forrest, 2000). This was something that about 130 years later Milton Erickson was just beginning to explore as a teenager which he called subliminal auditory stimulation and used to use therapeutically and for doing hypnosis (Erickson, 2008). Puységur interpreted it as being a telepathic ability, whereas 130 years later Erickson recognised that people have greater potential than they realise to pick up on and respond to non-conscious communication. Puységur felt that the state his patients entered was different to that of Mesmer's patients. He termed this state somnambulism, a state where people appeared to be asleep, yet they had these incredible abilities, like being telepathic; they communicated as if they were wide awake and alert, yet the person communicating often had a different quality to them to the *person* outside of this state. They also frequently reported amnesia for what occurred within the somnambulistic state.

Not everyone was able to be guided into somnambulism, some people would just become relaxed and sleepy, but Puységur's aim was to try to get people into this state. Puységur's approach became popular as somnambulists sprung up in place of mesmerists, but because of Puységur's focus on interpreting what he saw in somnambulistic patients as being paranormal abilities, the medical community didn't take his work seriously. Somnambulists used more suggestions towards changes they wanted or expected to see and made use of post hypnotic suggestions, by suggesting things would happen in the future, rather than it being all about what is happening in the session. They would send patients away with suggestions that something will happen that either they give, or they elicit from the patient, like "at 7pm on Friday you will have a related discharge from your nose and this problem will clear up" (it seems there was a lot of discharges in the

late 1700's, early 1800's), then at that time the patient would have a discharge and no longer have their problem.

Abbé Faria was a Portuguese priest who took a very different approach to mesmerism than other mesmerists of the early 1800's. He recognised that what was important was expectancy and the patient's cooperation. It wasn't about the mesmerist or about magnetic fluid or willpower against a patient, but about grabbing attention, creating expectancy and engaging cooperation. Faria wasn't on the scene long, likely due to his stage presence. He was more like a stage hypnotist. He would elicit hypnotic phenomena like hallucinations, amnesia and analgesia on stage as well as other effects you would likely see at a modern hypnosis show. Eventually an actor attended one of his shows and pretended to respond to his *lucid sleep* as he termed it, and then at the height of the routine he jumped up and declared he wasn't in the lucid sleep, he had been playing along the whole time. Like Mesmer, Faria was declared a charlatan and as such hasn't become as well-known as he deserves. Faria's approach was probably the closest to what modern day hypnotists would be familiar with doing. He would start by reciting a script to the subject. The script was described as "remarkable for its obscurity", at the end of the script he would look at the subject and in a commanding voice he would say the word "sleep". If necessary he would repeat this word a couple more times. Faria claimed that this approach would induce lucid sleep in half his subjects in under one minute. For those people this didn't work with, his next process would be to have the subject gaze at his hand as he moved his hand close to their face until they closed their eyes and entered the lucid sleep. Then for those this didn't work for either he would give a light touch on their head, temples, nose, diaphragm, heart, knees and feet, and for most this would "provoke sufficient concentration for abstraction of the senses" (Forrest, 2000).

In the 1830's mesmerism began to spread from Europe into the UK and USA. In the UK people like Dr John Elliotson and in the USA people like John Dods. Dods used a technique of holding a coin or other metal item in front of the subject and having them gaze at it and they would enter a mesmeric trance. It was theorised that the metal was having some influence on the subject and eventually this was termed *electrobiology*. Elliotson on the other hand continued to believe in a magnetic field theory.

One of Elliotson's students was a Scottish surgeon, Dr James Esdaile who worked in India and wrote *Mesmerism in India* in 1846, predominantly about his use of mesmerism for pain control. While in India during the late 1830's and

1840's he performed over 3000 operations with mesmerism as the anaesthesia. At the time post-operative survival rates of surgery were around 50%, Esdaile's patients had a survival rate of around 95%, they also recovered quicker and rarely had post-operative shock. Esdaile struggled to gain traction with promoting mesmerism as a useful way of managing pain control and treating problems; despite his high levels of success, part of this struggle was due to doing mesmerism, which had a bad reputation as something charlatans did and the medical community treated it as something debunked. Another issue was that he was doing surgery on poor Indians and so Indians upper castes didn't want to see him for surgery and colonial British didn't want to see him for surgery, because they didn't want to be treated where these poor Indians were being treated and were also on staff, yet they wanted to know if mesmerism would work as well on Europeans as on these lower forms of life (Waterfield, 2002). The third reason behind the struggle to raise awareness of the benefit of using mesmerism for pain control during operations was that at the same time ether, chloroform and nitrous oxide gas had come into use. Esdaile believed that one of the most important aspects of what he was doing, was having a high level of rapport with his patients and conveying his confidence and belief in what he was doing and the success he expected to achieve.

Hypnotism really started in 1843 with James Braid and his publication of *Neurypnology*; he noticed that people could enter mesmerism through focused attention, imagination and suggestion rather than needing to use the idea of magnetic fluid and not requiring close contact with clients as had often been employed by mesmerists with stroking, touching, close hand passes and sitting almost touching clients. This close contact of the mesmerist and the fact that many clients were female and many mesmerists were male concerned people and gave mesmerism an unsavoury feel. With Braids approach it was about what was being said, so the practitioner could sit some distance from the client while guiding them into a trance state. Initially Braids' main way of inducing hypnosis was through focusing attention with an object like a candle, but as he worked with more clients and developed his theories he realised he could induce trance through suggestion alone without the need of additional aids.

Braid developed the term neurohypnology, later shortened to neurypnology (the study of nervous sleep, using this term as a way of trying to say that this state isn't sleep but is sleep-like and conscious at the same time). Neuro-hypnotism was shortened to hypnotism, which is what we know it as today. Braid changed hypnotism to monoideism, emphasising the narrowed focus of attention found as people entered hypnosis, feeling that this was the most important aspect of the

state because people become occupied by a single idea to the exclusion of all other ideas, but this term never really caught on. Milton Erickson often used this term, and it can still be found being used in some medical settings but it isn't a term that most of the general public would know.

Through the 1800's mesmerism continued to be increasingly linked to the occult and paranormal and began to crop up in literature and plays, and many mesmeric performers started holding shows and mesmerism séances. Through the second half of the 1800's hypnotism started to be used in place of mesmerism which was unfortunate because it meant hypnotism has continued to struggle to escape its mesmeric roots and lacked credibility with stage-hypnotists springing up and holding shows with bold claims and fanciful posters: like having multiple men standing on top of a person stretched like a plank of wood between two chairs, something which would probably cause permanent harm to that individual if they really had that number of people standing on them. Hypnosis was often talked about as inducing trance, and trance was often talked about as the thing that mediums enter to do their mediumship, that healers enter to do their healing. Trance was linked to fortune telling, to communicating with the dead, to dowsing and various other paranormal activities, so hypnosis had an identity problem and any legitimate medical professional studying hypnosis would run the risk of being shunned and having their medical licence revoked.

In the 1860's Ambroise-Auguste Liebeault started exploring hypnosis based on the work of James Braid. Liebeault's view was that hypnosis was a form of sleep created through suggestion, and that you could look directly into the hypnotised client's eyes and give direct suggestions that their symptoms were cured and in most cases client's problems would go away. Liebeault tried to raise awareness of hypnosis and his findings including releasing a book, Du sommeil et des etats analogues in 1866, which allegedly only sold five copies in its first five years (Waterfield, 2002). It wasn't until he encountered Hippolyte Bernheim in 1882 that he finally managed to raise awareness of hypnosis. Bernheim was sceptical about hypnosis and so sent Liebeault a patient to treat who he had been unable to successfully treat, with the plan that this would prove Liebeault was a fraud. As it turned out Liebeault treated the patient successfully and the two men became friends. Bernheim and Liebeault set up the Nancy School of Hypnotism. Bernheim saw hypnosis as passive suggestibility and focused attention. The approach taken by Liebeault and Bernheim was probably the start of suggestion therapy which has clouded perception of hypnotherapy ever since. It is common for the public to think that this is what hypnotherapy is, that it is about client closing their eyes, being hypnotised and then having their problem suggested away. Only inexperienced or poorly trained hypnotherapists nowadays would practice suggestion therapy as their form of therapy, experienced and well-trained hypnotherapists would be using hypnosis in conjunction with psychological and psychotherapeutic knowledge and approaches.

At about the same time that Liebeault and Bernheim were working together in the Nancy School Jean-Martin Charcot was working at the Salpêtrière School, developing different ideas about hypnosis. Charcot saw hypnosis as hysteria and linked to illness whereas Bernheim saw hypnosis as something linked to health and wellbeing. This difference created conflict between the two hypnosis schools, Charcot would get hysteria symptoms occurring in hypnotised patients and use this as evidence that hypnosis was a form of hysteria, whereas Bernheim's view was this was actually due to the suggestions Charcot was giving to those he was hypnotising. Ultimately having someone with Charcot's standing interested in the study of hypnosis added credibility back to the field again, although it didn't increase popularity for hypnosis.

A student of Charcot's, Pierre Janet took a different view of hypnosis which became popular through the 1900's with modern hypnosis researchers, which was that hypnosis was a form of dissociation. Janet also linked the idea that current problems may have their roots in the client's past and that people have a subconscious where there are thoughts and ideas on a level lower than consciousness (Ellenberger, 1970), these ideas have continued to advance the field of psychotherapy and hypnotherapy.

By the turn of the 20th century hypnosis as we would recognise it was born. Within the scientific community during the early part of the 20th century there was a lull in focus on researching hypnosis and seeing how it could be taken forward and developed further. One of the key people during this period who was carrying out research was Clark Hull. Hull focused on trying to bring scientific rigour to the field of hypnosis and started to focus on observable behaviours of hypnotised subjects rather than perhaps what subjects would self-report. He wanted to make the study of hypnosis systemised, controlled and repeatable, so introduced using a hypnosis script and having this audio recorded so that every subject was hypnotised in exactly the same way. This began the modern studies of hypnosis, and most researchers since Hull have continued to study hypnosis in this way. In scientific research you want to be able to measure what is happening, so if the induction is done by a practitioner face-to-face with a subject they may not say it exactly the same each time to each client even if they think they are, and it may be these subtle nuances which have led to the

effect the study is measuring, so to eliminate this the induction can be audio recorded, then everyone gets the same.

What you are really measuring when doing this isn't whether hypnosis works for one problem or another or what percentage of people can be hypnotised, or what hypnotic phenomena different people can do within hypnosis, it is what percentage of people respond to that one induction or way of being hypnotised. This was something one of Clark Hull's students, Milton Erickson observed. He was in lectures held by Hull in 1923 and was interested in learning more about hypnosis. He found that he could hypnotise subjects Hull had said were unhypnotizable, if he varied the induction. Erickson carried out extensive hypnosis research into the nature of hypnosis.

Through much of the 20th century Erickson was a controversial but highly respected practitioner within the field of hypnosis and psychological therapy and is often regarded as the father of modern hypnotherapy. He didn't believe hypnosis was something that only a few people could experience, he believed that most people could be hypnotised if the induction was tailored to them as an individual. He had an experience early in his research where someone pretended to be hypnotised. He believed they were hypnotised until they explained how they did what they did. He also had people who would respond to suggestions to do things which normally people can't do, like having the pupil of one eye narrow while the pupil of the other eye dilates and found that some people could do this by choice. This led Erickson to question how you can know whether you have got a hypnotic response or not. He wanted to know how to recognise if someone is responding because of the hypnosis or because they were told to do something and so they did it. Erickson concluded that the best way to do hypnotic research was to use indirect techniques so that subjects wouldn't know what they will be expected to do and so can't follow along to something they have been told.

Erickson's influence on the psychological therapy world has been enormous, but probably due to his vocal interest in hypnosis he rarely gets a mention. Erickson influenced strategic therapy, couples and family therapy, solution focused therapy, and neuro-linguistic programming. Erickson's story is fascinating to learn about, from his struggles with being colour blind, tone deaf and possibly dyslexic, to what he learned growing up on a farm about creativity and making use of what you have. Then to his experience of polio as a teenager where he suffered full body paralysis and was expected to die, but survived and taught himself to move, talk and walk again, to his solo canoe trip over 1000 miles

where he could barely walk when he set off, but could carry his canoe when he arrived back. He intense curiosity for life and human behaviour and the experiments he would carry out often on fellow school or college students, but sometimes on the teachers. A great book to start with for learning about the life of Erickson is Milton H Erickson MD: An American Healer (Erickson & Keeney, 2006).

While growing up, and long before knowing about hypnosis, Erickson learned a lot about motivation, encouraging responses and how we respond automatically. One day while watching and laughing at his father trying to pull a cow into a barn his father asked if Erickson wanted to try, Erickson walked up to the cow, pulled its tail and it leapt into the barn. Another day after it had been snowing Erickson went out early in the morning, he trod a path towards the school that weaved and turned and didn't follow the correct footpath. He then hid and watched what would happen and noticed that people automatically followed his trodden path rather than treading their own path following where they should know the real path was. There are many stories like this from Erickson's childhood that demonstrate his curiosity. One of his early experiences doing pattern interrupt hypnosis, was walking around a corner of a building on a windy day and bumping into a man coming the other way. Erickson's response was to say a time as if the person had just asked. He describes: "Before he could recover his poise to speak to me, I glanced elaborately at my watch and courteously, as if he had inquired the time of day, I stated "It's exactly 10 minutes of two", although it was actually closer to 4:00 p.m., and I walked on. About a half a block away I turned and saw him still looking at me, undoubtedly still puzzled and bewildered by my remark" (Erickson M. H., 1964).

Erickson contributed a wealth of ideas to the field of hypnotherapy, he contributed the use of confusion, indirect language patterns, a positive perspective of the unconscious mind, and what he said was his main contribution to therapy: the utilisation principle. Erickson wasn't the first to develop these ideas, some he discovered himself, but others had also discovered these things, like using indirect technique and tailoring the approach to the subject, which were discussed prior to Erickson by Boris Sidis (Sidis, 1898) and Albert Moll (Moll, 1890).

Erickson's impact on hypnotherapy has been huge, but I still encounter hypnotherapists who have never heard of him or his approach, or who only know him as a name they have heard somewhere. There is another hypnotherapist who had a big impact on hypnotherapy and that was Dave Elman. Elman was a radio host and variety performer. Elman learned hypnosis early in his life to help his father with pain management. He also performed as "The World's Youngest and Fastest Hypnotist" (Elman, 2016). In 1949 following his time as a radio host he decided to start teaching hypnosis to doctors and dentists. His approach to hypnotising people was fast and effective and his Elman Induction is still performed by many hypnotists today.

Before the mid 1900's hypnosis was largely following two paths, there were those who used hypnosis for entertainment or spiritualistic practices and those who used hypnosis therapeutically. Those who used hypnosis therapeutically were largely the same people trying to research what hypnosis was and what they thought was going on. Many of the books around the first half of the 20th century about hypnosis were written by stage hypnotists. In the mid 20th century, therapeutic hypnosis took three paths. The stage hypnotists continued, due to uncertainty about the risks involved in the use of hypnosis for entertainment many countries started investigating this, and in some places banned the use of hypnosis. As many educational and medical institutions also banned hypnosis, others introduced laws, and hypnosis societies started to appear. Among those interested in therapeutic hypnosis there seemed to begin a growing divide between those researching hypnosis and those clinically practicing with hypnosis, and among clinicians, they seemed to divide into those who were interested in the work of Milton Erickson due to his extensive articles, books and medical lectures, and those interested in the approach of Dave Elman based on his book Hypnotherapy (which originally released self-published as Findings in Hypnosis in 1964) and his lectures and demonstrations. Although Elman taught medical professionals, his approach has become popular among lay hypnotists possibly because it seems much easier to do that Ericksonian hypnosis, which can seem overwhelming with its talk of language patterns, not using scripts and tailoring treatments rather than focusing on suggestion therapy. Since the 1970's most people who learned an Ericksonian approach only really touched on the approach within neuro-linguistic programming (NLP) courses or Ericksonian training courses taught from the perspective also taught within NLP. British Hypnosis Research (BHR), set up by Stephen Brooks, was the first organisation to teach the Ericksonian approach in depth in the UK back in 1979. In the USA the Erickson Foundation started teaching an Ericksonian approach in about 1980 and Erickson Institutes started to appear around the globe. For many years most of the trainers of the Ericksonian approach, were those who trained directly with Milton Erickson, the training they offered was only available to licensed medical professionals, not to lay people who wanted to become hypnotherapists. This has

also contributed to fewer people being aware of Erickson's work nowadays compared to Elman's work and just learning direct authoritarian and script-based hypnotic approaches. The only taste people would have was through NLP training.

There are many people who have contributed to the field of hypnotherapy over the last 250 years or so who haven't been covered here. During the latter half of the 20th century and into the 21st century there was an explosion of hypnotherapy researcher all working to explore the nature of hypnosis, what hypnosis is and what hypnosis can be used for.

FACILITATING HYPNOSIS

When people are hypnotised, they can become hyper-sensitive and can pick up on the hypnotists' minimal cues.

Hypnotic subjects often don't lose consciousness as many people expect, they become hyper-conscious. They become more aware of things; this includes the therapists' non-verbal communications. If a therapist is hesitant, even slightly, the client may well notice and respond to this. If they doubt, even slightly, the client may well not achieve what the therapist is wanting, because they don't believe it is possible. An advantage is that the client can respond to increasingly minimal cues, so you can communicate in subtler ways, especially if consciously they are likely to try to resist ideas that the therapist is presenting.

It is important to think about your non-verbal communication as being suggestions and communicating ideas as much as the words that you are using. The way you say things, your voice tonality, facial expression, body movements and posture, gestures, breathing pattern, all contribute to the message or suggestions you are giving to the client.

Be aware of your expectations

With the client in a hyper-sensitive state, it is important for therapists to be aware of their expectations. They should treat each situation as if they naturally expect everything to work, so that they communicate this idea on all levels to their clients. By having this attitude, it helps the therapist to speak and act congruently like everything will work out. So, the therapist is more likely to say 'when this happens' rather than 'I would like this to happen' or 'if this happens'. There is no doubt in what the therapist says. When doing this, it is important that you can believe in what you are saying so you want to be sure that there is a very high chance that what you are saying is correct or possible before saying it. For example, saying 'in a moment you will see a unicorn walk in that door' with

confidence when you know this is very unlikely to happen with that client in that moment based on how they had been responding would be unlikely to work.

So, as well as being aware of your expectations, you need to be aware of what you will be communicating with the client moment by moment and ensuring that what you are communicating has a high chance of being possible for that client in that moment. Using the unicorn example, you may start by suggesting that people see things out of the corner of their eye. You can say this with confidence because you know everyone has had this experience. You can follow this up talking about how you are curious when they will notice something out of the corner of their eye next. You can say this with confidence and expectation that it will happen because you know it will happen, you just don't know when. You can continue by asking the client to let you know when they notice something. This now puts a time limit on the experience. You are suggesting it is likely to happen during the session. Doing things this way means you can congruently be confident and expectant because what you are saying is all likely or at least very possible.

Another situation that most people are probably more familiar with is when you see a stage hypnotist or street hypnotist work, they will confidently and expectantly suggest that a subject can close their eyes and not open them, they can then build on this by suggesting that the client can put their arms out and one arm can get heavy, the other hand can get light as they imagine a bucket attached to one hand and balloons attached to the other hand. They can then have it suggested that their hands will be stuck together, and the subjects who keep passing all of these suggestions demonstrates they are likely to respond to something slightly more *reality altering* and those who continue responding well can start having small suggestions of hallucination and if they respond to these then something more extreme can be suggested, like the hypnotist being invisible or a unicorn walking in the door.

So, what the hypnotist is doing, is making sure that what they say and do is something they can be confident and expectant about. They aren't suggesting things which are unlikely to happen. There are circumstances where you can confidently suggest something which may be unlikely and it works, and sometimes it is handy to do this, especially if you are confident at being able to recover if the person doesn't respond as you would like.

Hypnosis can be done in a number of ways. Here, I will share about different ways of doing hypnosis separately. In reality, you would be unlikely to do things just one way. For example, if you are guiding attention and the client is

following your guided attention, then they will have focused attention, and focused attention occurs within all the different ways of doing hypnosis. What you would do with a *real* client is to use a mix of all these different ideas.

Guiding attention

Two key elements of doing any hypnosis, are guiding and focusing attention. It doesn't matter where the client's attention starts, the role of the therapist is to guide attention from wherever it is to the desired location. As people are always in trance, a therapist guides the attention of clients from trances they are already in, to resourceful and helpful trance-states. All approaches to doing hypnosis will involve guiding and focusing the client's attention. When you know that you need to guide and focus attention, you don't have to be tied to any rigid hypnotic induction process, instead, you can be naturalistic and use the situation. It could be that you guide attention by asking a client about their problem, or about life without the problem, or to look at a spot on the wall, or to listening to your voice. If the client is following these ideas, for example, looking at a spot on the wall, and then following your next presented idea, then you will be guiding their attention. If the client is allowing their attention to be guided then their attention will also naturally be focusing because the more they focus on where their attention is being guided, the less they focus on other things. It isn't about guiding conscious attention. It is about guiding the attention of the person as a whole-being. They may only be non-consciously aware of how their attention is being guided and have no conscious awareness of this, for example; a hypnotist could be guiding attention through certain questions, the client may consciously nod along and answer without realising that they are becoming less responsive or aware of their surroundings and more focused around the presented ideas.

Focusing attention

As with guiding attention, focusing attention is another key component of doing hypnosis. The therapist can focus the client's attention onto one specific point; this could be a thought, idea, feeling, object, or just explaining the problem in detail. All trance includes a narrowing or focusing of attention, as people are always in a trance of some kind and it is just a question of what trance and how deep, it often becomes a process of focusing attention in the direction of the preferred trance. You can focus attention and hold it on one thing, like a spot on a wall, or it could be focusing attention on a series of things which could be related or unrelated, but by focusing the attention in one place the client won't be focusing attention elsewhere. For example, you could have a client focus on

the sound of your voice and then talk about how they can focus on the way their hands feel resting on their thighs, and then on an in-breath or out-breath, then onto a thought they are having. So, you are guiding their attention, but also keeping it focused. The more the client follows this, the deeper they enter a trance around these ideas, while increasingly excluding everything else. It doesn't mean they necessarily lose awareness of everything else, it just means that they reduce their connection to everything else, in the same way that when a camera focuses on a subject everything else in the photo becomes defocused. It is all still there, you can still see it all, but you don't really notice it or pay attention to all the background when looking at the photo and the narrower the depth of field in the photo the blurrier everything other than the subject is and the harder it is to make out background details, yet you know it is all still there. Having a very wide depth of field would be like a client in a light trance, you know the subject is positioned in the image in a way that lets you know that is where you should be focusing, but you can easily be distracted by background information because much of it is also in focus. An important point is that this focusing, like the guiding, isn't about conscious focusing. For example; if touch was used to focus attention the client may not be aware that they were touched if the hypnotist maintains a conversation with the client while touching, yet as a whole-being, non-consciously, they would notice and respond to attention being focused on that area of touch.

Rhythm

Rhythm is a powerful way to deepen trance. Life is full of rhythms which influence us, we fall in time with music while walking or running, we carry out actions in time with rhythms around us and more. Hypnotists often speak with a rhythm that is slow and undulating like a wave. Those who seem to naturally be hypnotic often find that they communicate instinctively with people using rhythms they are observing in others like their breathing rhythm or heartbeat. For hypnosis, it is common to talk in time with a client's breathing and as the breathing slows down the hypnotist will usually slow down their rate of speech to match the slowing breathing. Drums and other beats can also be used to induce a trance, this can be enhanced by matching the trance induction with observable cues like breathing or the heartbeat. It is possible to beat a drum in time with someone's heartbeat and then slow the drumbeat down and the client's heartbeat will slow, or beat in time with the breathing and slow the beat down to slow down the breathing. Rhythms focus and guide attention and can often be non-conscious. Most people don't notice that they have changed their walking speed because the music they are listening to has changed beat, or that they are

becoming more relaxed because a hypnotist has started slowing down their rhythm of speech or breathing following matching the client's rhythm.

Touch

Touch, especially gentle touch, can focus and guide attention inwardly. Touch stimulates epigenetic changes. Specific touch techniques can induce trance by creating confusion or breaking patterns. This occurs where attention is focused and guided into the touched area and the person tries to make sense of what is happening. There are many ways that touch can be used. If you gently lift up someone's hand while talking to them then slowly release the touch without drawing attention to what you are doing the person will be non-consciously focused on what is happening to the hand while the person's conscious attention is on the conversation you are holding with them. Without actively looking at the hand because of how gentle the touch was the person doesn't notice consciously the point at which you stopped touching their hand. The hand remains levitating having followed the suggestion given by the touch for it to remain stuck in the air. So, touch can communicate messages non-consciously. Another example of communicating messages through touch is where you can touch someone on the shoulder for example and squeeze a little before relaxing your touch which communicates to release tension and relax. This often leads to the client relaxing their muscles and feeling more relaxed and focused inwardly. In these examples the touch is guiding and focusing attention but can also be used for communication of ideas.

Movement

Repetitive movement can be used for trance induction, movement can be guided and this guided movement can lead to trance. People move a lot, often without paying attention to their movements or the meaning of their movements. If someone uses a specific hand gesture while talking about their problem or the solution and they keep using this movement you can encourage the client to intentionally do that movement, perhaps even asking them to do the movement slowly and thoughtfully so that they pay it even more attention. This can focus the client's attention on that element of what they have been talking about. When we start doing repetitive movements they may start off as something we feel we are consciously doing and putting effort into, but after a while it becomes automatic as anything repetitive or constant gets handed over to be done non-consciously to free up conscious space. We can only pay attention to and do a few things at once with conscious attention, so, things which are constant get moved out of conscious awareness. Like forgetting that glasses are on your face,

or learning to drive and so within moments of starting to drive you do this nonconsciously, freeing up conscious awareness to focus on other things while continuing to drive safely.

Stillness

Conversely to movement being able to facilitate trance, so can stillness. When someone is very still, especially if the person is trying to describe something they normally would describe with the use of their hands, this will deepen trance. If someone is describing what their headache feels like and you tell them to describe where in their head the pain is, what shape the pain is and other questions about its location, but you tell them not to move at all while describing the experience, they can only do this by going deeper into the state and so they very quickly deepen their trance. As mentioned previously, any constant becomes non-conscious. If a client is holding their attention, looking at a spot on the wall then if they remain still and hold their attention they start to get tunnel vision as they stop consciously perceiving their surroundings. In everyday life this rarely happens because the eyes are always making subtle movements. It is quite common for this to happen within the body though, where you have remained stationary long enough to lose awareness of your arms resting in your lap. You can pay attention to them and notice feelings within those arms, but if you just gently gaze down at the arms you can notice that you can't feel them. This is also common within hypnosis, that clients often remain still for an extended period of time and lose track of their body. Remaining still narrows attention. Normally people are looking around, moving and shuffling and jumping their attention all over the place. As soon as someone becomes still then their attention can be focused. So, you could say to someone that they can just look at you, not to move, not to look elsewhere, just to hold all of their attention on you. This will quickly deepen their trance.

Memory

When people recall memories, they have to go inside their mind, if you keep quiet and be as un-distracting as possible and keep them focused inwardly, they will go deeper and deeper into a trance. Silence is great for deepening trance because it gives the client time to get absorbed in what they are doing without interrupting them out of it. People over-complicate the practice of hypnosis. If you ask "when was the first time that happened?" You are doing hypnosis. You have asked a question which has guided and focused the client's attention, their focus has been guided and focused inwardly on a search to remember that first time. At this point you will notice the client's gaze change as they *go inside* their

mind. If you carry on talking you will distract them out of the experience and stop them going deeper into trance. If they go inside for a moment and then quickly say "I don't know" and you start talking straightaway again, you will stop them going inside. If on the other hand you are comfortable with silence and instead you just wait expectantly and if needed perhaps just ask a supportive question to encourage them to take some time to search inside and then be quiet, they will think about the answer and explore their memories and so will go deeper into trance. This is doing hypnosis, this is also what many experienced and skilled therapists do without realising they are doing hypnosis.

Imagination

Following on from encouraging memory recall, having someone imagine something, whether it is their problem, a solution or something completely different will direct them deeper into trance as they go inside their mind to access what they are imagining in the same way they do with memories. Asking "what will things be like when you no longer have the problem?" will lead to the client *going inside* to imagine this created future memory. This also works like a post-hypnotic suggestion, as they create a potential future for themselves where a future set of environmental stimuli will trigger this alternative way of behaving, feeling and thinking. Again, being silent helps to deepen this trance because it gives the person time to become absorbed in what they are thinking about. If they say "I don't know" then you can say "Imagine if you did" Which works very well at encouraging a successful response. It is interesting how something as simple as this can lead to someone giving an answer that moments earlier they couldn't think of. Again, for this to work well the therapist needs to use silence and be comfortable with silence, and with further smart questioning to deepen trance. If the therapist talks too much then the client will keep having to jump attention back out to the therapist and what the therapist is next talking about. When talking, it should be to encourage continued focus in the desired direction, focusing on finer details about the memory or imagined memory, like asking "what else will be different?" or "what will you see/hear/feel different?"

There are many other ways of facilitating trance. You can interrupt patterns as a way of focusing and then guiding attention. Any habitual pattern happens automatically, so if you interrupt a habitual pattern of behaviour it is like momentarily putting someone into a limbo state where they want to know what they are supposed to be doing next. In this receptive state they are waiting for an escape from the confusion. This is only a momentary state and although they are receptive to whatever is communicated next, it doesn't mean they will do as they

are told. For example, if you did a pattern interrupt induction on someone random in a non-hypnosis context they may feel like you are trying to manipulate or influence them and so although they would briefly go into a deep focused trance waiting to complete the pattern, they will likely snap out of it nearly straightaway. You can use shock or surprise. This triggers the PGO wave and again, puts the person into a receptive focused state, but doesn't mean the person will suddenly do as you want. They can still snap out of it quickly if they are uncomfortable with what is happening and choose their own focus of attention. You can trigger rapid eye movement, for example, through swinging a watch or moving something left and right quickly in front of the client's eyes as a way of triggering REM or mirror any element of falling asleep. This could be guided relaxation, focusing on relaxing the body, or focusing on guided imagery, or both.

The power of silence

Silence is an important part of doing hypnosis. When you listen to tracks you make you can adjust how long your periods of silence are and see what works best for you to allow you to keep up with the track. When you are face to face with a client you can observe them closely and watch for relaxation and tension and adjust your speed accordingly. You can do the same with silence. You can remain silent until you notice subtle signs of movement or other signs that something has shifted for the client. These are often cues to let you know they have now done any internal work asked of them and are ready for the next step. You can closely watch clients and intersperse occasional supportive comments while mainly remaining silent, just to let the client know they are doing well, that they are continuing on their healing path, that you are here supporting them and that this continues to be a safe environment to do this inner work. The mistake most hypnotists make is they talk far too much and they read scripts and just talk continuously at a client without giving the client space to do their own inner work. It is the periods of silence that allow the client to go deeper into a trance and to do uninterrupted internal work without having to keep focusing on what the therapist is saying or doing.

RESPONSIVITY

When I'm doing hypnosis or therapy I don't think about depth of hypnosis or suggestibility, what I am interested in is focus of attention and responsivity. Responsivity isn't the same as suggestibility. The Dictionary.com definition of responsivity (responsiveness) is 'the quality or state of being responsive.' Dictionary.com defines suggestibility as 'a state, esp. under hypnosis, in which a person will accept the suggestions of another person and act accordingly' and the Merriam-Webster dictionary defines suggestibility as 'the quality or state of being suggestible: susceptibility to suggestion.'.

Most hypnosis books and courses teach that hypnosis is about increasing suggestibility, yet the research shows that hypnosis doesn't increase suggestibility (Lynn, Laurence, & Kirsch, 2015). What does happen though, is that responsivity is increased. Doing hypnosis can be seen like developing an intense state of rapport. Rapport has often been portrayed with being liked. Many people teach about rapport as being something which happens between people who like each other and are like each other. This has led to courses teaching rapport skills which often lead to those who use these skills, to come across as creepy and behaving in an untrustworthy or dishonest way. I don't see rapport like that. I see rapport as people falling into a role in relation to others. This doesn't mean we like those others and we don't automatically fall into the role, it takes different lengths of time depending on the circumstances. This can frequently be seen. We are social creatures, we instinctively start to behave more like the prevailing crowd we happen to be in even when this may not be our usual behaviour. This has been seen during riots and protests. Our responsivity increases around authority figures, most people innately respond by taking on the relevant role in the relationship. If you see a doctor it is natural to automatically respond with certain kinds of answers and perhaps be more open than you would normally about the things you talk about, the same with psychological therapists. When we are talking with friends we fall into synch with them and start acting similar to each other. We learn habitual responses which get triggered in certain situations. We respond to a hug from a loved one in an instinctive way that is different to the instinctive way we respond to the same type of hug from a stranger or from someone we are fearful of.

Hypnosis can be thought of as a process of amplifying automatic responses. This rapport isn't about being liked as such, but more about facilitating a willingness to engage. Many therapists would often refer to encouraging a willingness to engage as the therapeutic alliance. Most talk about a therapeutic alliance focuses on developing a positive relationship, yet therapists know that, although in most cases a positive relationship is definitely helpful, there are clients for whom getting better happens due to a poor relationship with the therapist and perhaps a desire not to do what the therapist wants, not to please the therapist. What is present in these cases though is an amplification of automatic responding. The client has increased receptivity. Some people have talked about developing a hypnotic alliance (Diamond, 1987) almost like other psychological therapists would talk about the therapeutic alliance, but instead of developing a relationship specifically for therapeutic work they are developing a relationship favourable to facilitating hypnosis and hypnotic responsivity which in turn increases the effectiveness of presented ideas. This increased effectiveness of presented ideas isn't the same as increased suggestibility. People aren't more likely to do things they wouldn't be comfortable doing, they are just doing things more automatically and authentically.

A hypnotic alliance is often about establishing what hypnotic experience the client expects to have, how they would like to be hypnotised, what they would be comfortable with by way of an induction and hypnotic work and developing the client's trust and confidence in the hypnotist and their abilities. How someone does on hypnotic susceptibility and depth of trance scales doesn't necessarily translate to the clients *experience* of being hypnotised (Diamond, 1987). Someone can score highly on a scale and yet report that they don't think they were hypnotised, someone else can score low on a scale and report that they think they were deeply hypnotised. If scoring high on hypnosis scales meant that the client would respond better to the presented ideas and so have greater therapeutic outcomes and someone scoring low on the scales meant that they would respond worse to presented ideas and so would have reduced success with therapeutic outcomes, then whether the person felt hypnotised or not shouldn't have any influence on success. In reality, hypnotisability only has about 6% impact on therapeutic outcome, yet hypnosis benefits about 89% of clients

(Montgomery, Schnur, & David, 2011), increasing therapeutic outcomes and it could well be a higher percentage, but it seems likely that for some people, realising that they have scored low and *aren't hypnotisable* impacts on the success of the intervention.

From my own private practice and hypnotic interactions with people, I have observed that a very high number of people can develop increased responsivity. This doesn't mean that they would all pass as highly hypnotisable on hypnotic susceptibility or depth of trance scales, but, just like the research shows, as they have increased responsivity, they would have increased benefit from the use of hypnosis. I observe for the client's responsivity, I don't test for suggestibility in terms of seeing if someone is increasing in likelihood to do things I suggest. I feel that the idea of increased suggestibility plays into the idea of power and control. I test for responsivity. There are different ways I do this. Increased responsivity occurs naturally as people communicate or interact, so I observe to see whether the client is naturally starting to follow my lead. It will be natural that while working with a client our breathing will synchronise, our body postures will synchronise, we will start to use similar language and ideas and we will start to use gestures with similar meanings. So, I observe for these things, to see that they are happening more and that we have engagement between us. To some extent these things occur in all interactions. Most people have had the experience of being in the company of someone who has a low mood, or who is depressed, and while in their company you become more negative in your thinking, you become more lethargic and you feel like the other person is bringing you down. Or you are in the company of someone incredibly optimistic and energetic and you find this rubs off on you giving you confidence and motivation, or perhaps exhausting you, meaning that you perhaps felt overwhelmed and need to go and do something calm for a while.

I also do intentional behaviours to test for responsivity and see if this is increasing. One test is that I may reach over to the client having said I will lift their arm, perhaps to do some kind of an arm levitation hypnotic process. As I reach over I will slow down the movement of my hand as it nears the clients arm and will see what happens. If they are responsive, they will lift their own arm towards my hand. I have demonstrated in front of audiences while teaching hypnotherapy where, as the client lifts their own arm towards my hand I lift my hand at the same speed until their arm has raised a satisfactory height and will then move my arm away leaving their arm levitating. When I have asked clients what happened, how did their arm get in the air, they say that I lifted it. This is also what they say when I don't do it as dramatically as this and I just let them

lift their arm into my hand and while lightly touching their arm I guide it to a location perhaps for an ideo-dynamic process or arm levitation. They feel like I lifted it up, even though they actually did it all themselves. To me, this is hypnosis. When I do hypnosis, this is what I am doing. I'm looking for evidence of the person responding non-consciously. I am looking for this increased responsivity. Hypnosis is just about having this connection where you are communicating and the client is non-consciously responding. I may test with comments like "as you *head forward* into that situation...", then I will wait a moment and see whether they respond to my subtle tonality shift on the words *head forward* by slowly nodding their head forward.

I feel that one difference between the idea of responsivity and suggestibility is that suggestibility feels like it is coming from the outside-in, someone is asserting their will upon you and trying to get you to do something. They tell you in some way how they want you to respond. Whereas responsivity feels like it is coming from the inside-out, a response is bubbling up within the person until it manifests. The hypnotherapists' role is to facilitate and elicit this automatic response. Another difference is that because you aren't trying to make someone do one specific thing, they are free to respond in their own unique way. You are looking for the person to respond, you aren't looking to make the person respond in one way, in the same way that in a conversation you don't try to make someone respond in a specific way, you are just looking for two-way engagement.

If the client doesn't show responsivity, then they are far less likely to achieve therapeutic success. You can work on developing this responsivity and move at a pace to match how they are responding. You want to know that when you present the idea of looking at their situation differently for example, that they will be likely to engage meaningfully in the process of doing this. They will be responsive. You don't need to know that they will respond in an exact way, just that they will respond.

HYPNOTHERAPEUTIC TECHNIQUES

There are many different hypnotherapeutic techniques which can be used to help clients address their presenting problem. It isn't necessarily a case of using one technique or another but learning about the different techniques and different ways that you can hypnotically help someone and then using what is right for the client you are working with.

Using hypnotic phenomena

Many problems can be classed into involving different hypnotic phenomena and because many hypnotic phenomena have an opposite, like hypermnesia and amnesia, or positive and negative hallucination, this can be used to tackle the problem, or in some cases the same phenomena can be used in a different way. If a client is good at doing their problem then they are likely to be good at doing that class of phenomena.

If a client is good at worrying, which is vividly and realistically imagining negative events that haven't happened and may or may not happen and giving themselves strong negative feelings, then they are likely to have the ability to vividly and realistically imagine positive events that haven't happened that may or may not happen and give themselves strong positive feelings. What often happens is that the person who worries, says they can't imagine things going well. The therapist knows that the person can vividly and realistically imagine things and can create strong feelings, one area to work on is helping the client to be able to use these skills to tackle the problem.

Many hypnotic phenomena can be used to help therapy, like a smoker hallucinating a pack of cigarettes out of view so that the client doesn't see them and so won't smoke them. Distorting time so that eating each mouthful of food feels like it takes hours so that the client gets sick and tired of the time it takes them to eat anything. There are many creative ways in which a therapist can use hypnotic phenomena.

Crystal ball technique

The crystal ball technique is a technique for taking a look at a variety of possible future options. The technique involves imagining dozens of crystal balls in the air; each one has an aspect of the desired future having happened and stages towards that future. It could be that the client sees a few different futures in the crystal balls. The client can then bring the balls forward one at a time and look at them and analyse them and make any changes to them before putting the ball back with the others and depending on what the therapist is doing with the client, it could be that the changes to one ball create changes to other balls, so the client can then pull down other balls and look into them, and keep making changes until they are happy with what they have around them. These balls can then be re-associated back into the client as a person as part of their potential future.

There are many other variations, like creating time-lines, and manipulating these, or creating slides or having memories on clouds, or TV screens, or any other creative variation. This can be done with potential future scenes or elements, or with scenes from the present or past, making changes, checking out how those changes impact on everything else and whether they are desirable or not.

Affect bridge

An affect bridge is where the therapist creates a link between an experienced problem in the present and its potential root cause in the past by following the emotion back to where it first occurred within that context. There are different ways to do this. To increase the effectiveness of this process it helps to elicit a multisensory experience within the subject, engaging visual, auditory and kinaesthetic components of the experience. This helps to increase the client's focus on the experience and reduces any contamination from other sources, for example any anxiety from feeling self-conscious, or irritation from distractions around them. The therapist can be creative with the process tailoring it to the client, the process doesn't have to be done exactly as described. For example, it could be done through imagining a golden thread linking back into the past, or perhaps following a path back to the past, or maybe having the current memory fade away as the past memory begins to form. The decision about whether to use the affect bridge or not often comes down to the client being unaware of the cause and it is felt that knowing the cause may shed light on how to proceed. In almost all cases I haven't had to use an affect bridge. Because therapy is about changing patterns, not generally about recalling forgotten content. If we can

identify the pattern from what is presented to us and the questions we have asked, then there is usually no need to go searching for this information elsewhere. There are times that the pattern is difficult to discern, or you have tried to help the client based on the information you have and you are stuck with what to do next.

An example of this for me, was with a client who had a fear of flying. They lived in the UK but used to live in Australia. They had flown many times between the UK and Australia without any fear. They were about to go back to Australia again but suddenly found themselves frozen with fear. I tried to find out what the problem was that needed to be treated. I asked about whether they had any negative experiences with flying, what ideas were on their mind when they thought about flying. Everything I asked came back with nothing to work on, yet clearly, they were scared of the idea of flying. This was the point I used the affect bridge. I asked them to focus on the feeling and follow it back in time to where it first occurred. They went quiet for a few minutes, then said "I am on the train from London to Paris that goes under the sea, the doors have just shut. I felt anxious and trapped, I was nervous about being trapped going under the sea on the train. As the doors shut they had an airlock sound and I thought to myself how the sound is like the sound plane doors make when they close."

Using the affect bridge, I had found the root cause of the problem. This memory wasn't repressed, the client knew about the experience on the train but didn't connect it with the current experience. I used the rewind technique (Guy & Guy, 2003) on this memory and about fifteen minutes later the client no longer had any fear associated with the train incident or with the idea of flying. They contacted me a few weeks later from Australia to let me know the flights to Australia were fine and as usual and about six months later contacted me again to tell me the same about the return flights to the UK.

Another area where the affect bridge is useful is with molar memories (Griffin, 2006), which are memories that have towards and away-from emotions that were experienced in connection with the stimuli. For survival purposes the away-from emotion dominates the memory. When the person recalls the memory they easily recall the away-from emotion – like anxiety or shame, but not the towards emotion, yet the presenting problem is an expression of the towards emotion – like anger or a pleasure emotion. These memories aren't repressed, the person is aware of the memory, but they don't see the connection with the presenting problem from questioning alone because when thinking about the memory it doesn't appear to carry the emotion they are experiencing because they have no

conscious awareness of that other emotion in the memory, they have to stick with the memory longer to find the *lost* emotion which is driving the current problem.

An example of a client with a molar memory was a female client who came to see me due to relationship problems she was having. She found that when her husband asked her to do things she would get very angry with him, she would start screaming and shouting and throwing things at him. She would regret it afterwards and wished she didn't behave in this way because she loved him and felt he was a really nice man and she wanted their marriage to work. We discussed what happens, searched for a pattern for what occurs to see if there was a clear trigger. We identified that for some reason her husband asking her to do things was automatically triggering the anger, where she would instantly and unthinkingly react. We tried to work on changing the pattern but after a couple of sessions nothing had changed. I then had her follow the feeling she gets back to any memories connected with that feeling. I said to keep following it back through the various marital situations and after a few minutes she said that she had a memory of being in school as a young teen cowering in a corner in a school corridor with some girls bullying her, throwing things at her, calling her names and being aggressive towards her. She said she felt scared (away-from emotion) in that memory, she couldn't see the connection with her current situation because she didn't feel scared with her husband. I told her to stick with the memory, to play through that memory and observe what she experiences and feels. She described the experience and described how angry (towards emotion) she felt while cowering in the corner yet felt helpless to act on that and instead just cowered in fear. We discussed how that was a natural response at the time, what could she have done against the bullies, it was natural to be angry and scared and it was probably safer for her to respond with being scared than trying to fight the bullies and getting angry towards them. We put both emotions in context with the experiences. What was happening was that she was seeing her husband's behaviour as confrontational which was pattern matching to the bullying experiences and because getting angry with her husband was safe she didn't have to respond with fear when he told her what to do, so the hidden emotion in the pattern came through, which was the anger. As soon as she explored the memory and contextualised both emotions with the memory her anger response towards her husband when he asked her to do things disappeared.

One way to do the affect bridge process is to ask the client to hold on to those feelings and just let anything that comes through, come through. This is like free-association; you are starting with a feeling, and then letting that feeling

stimulate any thoughts or ideas that may arise. The therapist can then explore what comes up and can keep going with new things arising until the client gets an 'a-ha' moment where something comes up that seems relevant and related. Another way of doing this is to ask the client to imagine a golden thread running out from their body and drifting through space and time, back into their past, and imagine that thread weaving its' way through all the memories and experiences related to this one here now, with the thread connected through all those memories and experiences right back to the first related experience and to take some time to rest quietly while the unconscious allows that to happen. Then when it is done and it has connected with all those experiences and memories and identified that first memory or experience to just take a few moments before sharing that. The exact approach you take would depend on what you are trying to achieve and what you are using the approach for. The important thing is that you are focusing on the feeling and following it back to its source.

Ideo-motor movement

Ideo-motor movement, or ideo-motor signalling is useful for accessing non-conscious information, it could be through finger signals, hand movements, head nods, or a pendulum. Ideo-motor movement is non-conscious movement caused by non-conscious thought. The thoughts trigger subtle muscle responses which can be noticed. Ideo-motor movement happens naturally, especially in the case of head nodding, people naturally nod their head or shake their head without awareness of doing so, and this signals their intent or non-conscious views regardless of what the client is consciously reporting. Most ideo-motor movement is best for 'yes-no' questions, pendulums can be used to elicit a few more options, but generally there is a response meaning yes and one meaning no. To use ideo-motor movement therapeutically the therapist may ask questions like 'is the unconscious willing to work on this problem now?', 'can you signal when you have finished working on the problem?', 'is there anything else that needs to be worked on?'.

What the therapist is doing is allowing clients the freedom to heal themselves in their own way, the therapist is just asking for a sign to let them know the work has started, perhaps is ongoing, and has finished, and whether there is anything else, or any more that needs to be worked on. Ideo-motor movement isn't the only automatic responding which can be used. Ideo-dynamic healing is using ideo-dynamic responses in this way. The ideo-dynamic responses could be automatic thoughts, feelings, movements, or sensations.

Dissociation

Dissociation is useful to break patterns, to remove negative emotions, and to stimulate the observing self, which is the part of us that monitors what is going on. It helps to put clients into a more neutral state of mind and being and is at the heart of many techniques and hypnosis in general. We will cover dissociation in more detail in the next chapter, but as a therapeutic technique dissociation allows people to gain perspective while reducing emotional intensity. For example, when working with a parent who was on the verge of kicking her son out of home, I was asking her questions about what the problem was and what she wanted to get from my support. As she was answering me I could see that she was struggling to hold it together, she clearly didn't want to cry and get emotional, she wanted to say what she felt she needed to say, so I directed her attention to her TV and said "if we were watching it on the TV what would we see?" and we spoke about what was on the TV. This kept it out of her mind, this reduced how emotional she felt while talking to me and afterwards she thanked me for helping her to be able to say what she needed to say. She said that so many professionals on seeing that she is on the verge of crying and getting emotional; acknowledge the feelings they see and tell her that it sounds like it is really difficult for her, or some other comment that draws her attention into the emotions she is trying to keep herself out of and then she struggles to think clearly and say what she needs to say and then gets annoyed with herself for this which makes it worse.

Dissociation helps to reduce emotional intensity of what is being thought about. This reduction in emotional intensity helps the person think clearer as high levels of emotion reduce activity of the higher cortex, so high emotion makes us see fewer options as our thinking becomes more black and white and we have less access to our knowledge. Dissociation is important for helping clients gain perspective on their problem, solution or situation. I often talk to clients about how they are the expert on their situation but what I have, is perspective by being disassociated from their situation and I can help them to also gain perspective. Then I usually use the analogy of people watching football on TV. People scream at the TV, shouting at the football players telling them there is a space, or to move somewhere else on the pitch because as a viewer they can see what the player can't see. Yet, the player is highly skilled, the person at home watching on TV would probably never get anywhere near the ball if they had to be on the pitch playing instead, but they have knowledge the player doesn't have because of their perspective. Client's often understand this analogy and with clients who are hard to engage, for example, parents who feel you are coming in and telling them they are bad parents and telling them how to parent, understand that they are a good parent making bad decisions because they are in the middle of their problem without the perspective. You aren't an expert on their personal situation, they are, but you have the perspective, and by helping them to share your perspective they can find their own solutions.

ASSOCIATION, DISSOCIATION AND ABREACTIONS

It is important to learn about association and dissociation and the impact these have on the client's inner experience. A lot of what a therapist does, is works with both of these, knowing when to help client's associate and when to help them disassociate. It is also important that therapists are aware of abreactions. Abreactions are generally rare unless you practice a form of therapy where you are actively encouraging them like some psychoanalytic or exposure therapists might. These therapists will have undertaken training which would have taught about evoking and working with abreactions. Their clients would also have given consent for this. Many training courses which don't focus on evoking and working with abreactions rarely teach about them. I think students on all courses should be taught about them, because, although they happen rarely within therapies which don't encourage them, they can happen spontaneously and this can be unsettling for inexperienced therapists and for the client if the therapist doesn't handle it appropriately.

When to associate

Association increases absorption and emotional intensity. Being associated into a memory means to think about the memory as if you are experiencing it through your own senses — so you are seeing what you would see, hearing what you would hear and feeling what you would feel, the client has a first-person experience. So, you use association when you want the experience to be as real as possible for the client and when you want the client and what you are talking about to be connected.

When having a client think about positive memories, or resourceful memories it helps to have the client associated in that memory so that they experience it firstperson and as strong as possible. Association also helps when mentally rehearsing future behaviours or responses. I usually have clients mentally rehearse disassociated first so that they can see how they will be in the future, before having them re-experience the mental rehearsal associated so that they can experience what it will be like to respond in that different way in the future. Association is very good with positive feelings; generally, a therapist wants to associate people into positive feelings and place positive feelings and experiences in the present and future in the way that they talk about it.

The therapist may say something like "take a moment to think about giving that talk, noticing how you are responding differently, what you see, hear, feel, that lets you know you are feeling calm and focused while presenting." So, the client is associated in the experience, both in space and time. By having a client associated into an experience the therapist will be increasing the absorption and emotional intensity that the client will be experiencing, this is why you wouldn't want to associate them into negative feelings or memories (unless as part of a specific therapeutic process), because it would increase the feelings and reality of those negative memories.

For trance induction, association builds up absorption, which deepens trance. So, having someone watching themselves walking through the woods is different from having someone experiencing walking through the woods. The role association plays during inducing hypnosis, is that you are directing attention into one place, the client focuses more on the areas they are associated into, like the idea of walking through the woods, what the bark of a tree feels like, what each footsteps sounds like, what the air smells like, the different things they can see, hear and feel and perhaps being aware of the sound of your voice, while disassociating from the sound of traffic outside and any other distractions.

Sometimes when I talk it can sound unusual because I will mix associative and dissociative language. When I want a trait or idea to be connected with the client I will talk in a way that connects what I am saying with the client. So, I maybe telling a story about a character walking through the woods and then say "and you notice how relaxing this is." I where I should have said "and they notice how relaxing this is." I make sure that in that moment the concept I want associated with the client is associated with them, so this is another way that association can be used while doing hypnosis and while doing therapy.

When to dissociate

Dissociation is useful for having someone watch what they will be doing and for helping someone to objectively analyse something. When you are associated, you can sometimes not see the wood for the trees. Whereas being dissociated it is possible to get a helicopter view of a situation. Dissociation is useful for reducing emotional intensity which can help people to see alternative choices and alternative meanings and helps clients to think more clearly. It is also easier to change something once the strong emotions attached to them are reduced, and dissociating can make a problem go away because it can make the *problem patterns* be re-coded in the mind appropriately; like in the case of phobia or post-traumatic stress disorder treatment.

By having a client dissociated from an experience or memory this reduces engagement, absorption and emotional intensity so the therapist should do this with negative emotions and experiences, not positive emotions and experiences. If someone in love views memories with their loved one in a dissociated way this reduces the feelings of love they have in those memories. It is possible to remove feelings of love through a dissociation process so that if the client sees the person they loved they wouldn't feel love for that person anymore, they would feel indifferent. This may be useful if someone is having a problem with moving on following the loss of a loved one, but it could be damaging to an ongoing loving relationship if the client underwent a process like this in relation to someone they still hope to stay in love with.

Dissociation is useful to use during mental rehearsal. I usually have clients see themselves carrying out their desired future behaviour as if watching it on a TV screen. If you dive straight in to having them associated, they may have the mental rehearsal play out wrong, where there could be some anxiety in it or other undesired aspect and they will experience this. Whereas, if they have watched the situation play out and there is anxiety they can feedback that they saw themselves still have some anxiety, so this can be addressed before having them view it again until what they see is what they can then associate into and experience. Mental rehearsal works like post-hypnotic suggestion. When they experience becomes more likely to occur in the future, so you want to make sure what they will be experiencing is, what is desired before they experience it.

When someone is talking or focusing on negative aspects of their presenting issue or focusing on the problem you can use dissociation to place this in the past and separate this from the client. So, I may say "when you think about that old memory..." which places the memory in the past and separate from the client because I have used the word *that* which is separate and *old* which is past.

When hypnotising someone dissociation can be used to separate someone from those things you don't want a client to be focused on. You can talk about *that hand* rather than *your hand* to help give a greater sense of automaticity with

what happens with the hand, because you aren't telling a client "lift up your hand" you are saying "notice how that hand lifts".

Throughout everything a hypnotherapist does, they will be communicating a mix of association and dissociation to help clients increase focus on some things and decrease focus on other things, both things they imagine, aspects of their ongoing experience and how their problem and solution are thought about.

Abreactions

Abreactions when done intentionally are where a therapist encourages a reliving of an experience which leads to a purge of emotion that the client perhaps was unaware of previously or hadn't thought about for a long time and usually hadn't addressed. It is common for people to push things away that they don't want to think about and instead focus on work or developing a way of preventing the unwanted thoughts or feelings from being in mind, like taking up drug use or drinking. Abreactions can also occur spontaneously due to a stimulus. This is what is more likely, although rare, to happen. It could be that it is totally unexpected, for example a therapist may be doing an induction where they mention being a child and the client may have had a specific bad childhood experience that happens to relate to what was just mentioned, so they become emotional. They may not have known that what was mentioned was likely to trigger the response they had, it could be out of the blue to them, so it is important for the therapist to know what to do when it happens.

Some therapies try to encourage abreactions and believe catharsis is good for the client. Often the *feeling much better* following a strong emotional release is just the experience of having had an emotional release; it isn't a lasting change or improvement. That doesn't mean that for some people the experience can't be therapeutic, but the focus needs to be on learning, not just on emotional release and this learning can be done in many ways which don't require the client to experience an abreaction.

I rarely come across abreactions because I don't do therapy looking for them. When I suspect something may be emotional I have the client dissociated so that they don't experience so much emotion while they think about that memory or experience. If a client does become extremely emotional it is important to remain calm and not to touch the client and to guide the client through the experience without adding any content to what is going on for them. For example, if the emotional memory is an abuse memory, then anything you say or do will cloud and influence the memory, and if you touch the person you may link the negative feeling and ideas with yourself.

The therapist just wants to make acknowledging statements, like "having the strength to work through that", "this is a safe place to work through as much of that as you need to here and now". The therapist isn't adding content, just reassuring the client that this is okay with you, and it is a safe place to work through this. An example of an abreaction coming out of the blue for me was with a client who was seeing me for confidence. There was nothing in what we were discussing that made them or myself think that an abreaction was going to happen. We had explored what they wanted to achieve, then I had them close their eyes and was about to do formal hypnosis. As soon as I said the word relax they suddenly became very emotional and angry. We explored this and it turned out that they had been raped by a partner and while he was holding her down and raping her he kept calmly saying "relax, relax" and so me saying relax in a calm voice triggered this memory. She didn't think about telling me that she had been raped as she wasn't there for anything to do with that experience. It had happened years earlier and she thought she had moved on from it not realising there were still things which would trigger it. I sat with her and was supportive as she had the abreaction, then we discussed what had happened and it was up to her whether she wanted to work on it with me, be referred on to someone else, or not work on it with anyone, or whatever she wanted to do. This is an example of how even the most innocuous thing can unexpectedly trigger an abreaction and why I think all therapists should know what to do if one happens.

CARRYING CHANGES INTO CLIENT'S LIVES

An important part of doing hypnotherapy or any form of therapy, is carrying changes into client's lives. There is no point to good quality therapy that stays in the therapy room, it needs to be translated and connected with the client's life after therapy for it to have value. I have seen many therapists who do great therapy but they don't do anything to continue the therapy beyond the session. Often these therapists haven't realised the error and they wonder why the client comes back to the subsequent session having made no progress. There are different things that the therapist can do to help clients transfer therapy from the session to and into the clients' life.

Task setting

One approach to carry changes into the client's life, is to set tasks. There are many reasons for setting tasks. It could be that you just want a client to be doing something from the session in their everyday life, or there could be other reasons. For example; Milton Erickson would often set people tasks because he felt that it was important that clients obey him, like the example referenced in *My Voice Will Go With You* where Erickson had a woman climb Squaw Peak. After she did this, students ask him why he had set this task, his answer was "so she would obey me". Erickson felt it was important that the therapist directs the treatment, to ensure sessions were heading towards a therapeutic outcome and that the client was engaging in the therapeutic process (Rosen, 1991).

One of the simplest types of tasks are observation tasks. These are tasks where the client is just asked to notice something between now and the next session. They aren't being asked to actively do anything, which means that even relatively unmotivated clients will do the task, even if they quickly think about it the day before the next session. Another type of task is to have them do some aspect of what they have discussed in the therapy session. So, if a parent said that having a meal together as a family at least once during the week would be

sign of progress or an improvement, they could be set the task to do this once during the week and they can agree which day they will do this and how. They can also mentally rehearse doing what will be set as a task before this task is set at the end of the session. This task could be set with a simple statement like "I look forward next session to hearing how you got on with doing...x".

Tasks can be paradoxical, so, a client who struggles to sleep could be given the task of trying to stay awake all night if they aren't asleep within fifteen minutes of going to bed. This can be framed as being an investigation to gather information about the problem, or they can be metaphorical, so, a client who is struggling to quit drinking alcohol could be encouraged to buy plants, learn as much as they can about the plants and look after the plants.

For tasks to be most effective it is best for the therapist to ask about the task at the next session. This also gives great feedback. If the client hasn't done the task, the therapist can explore the reasons for this, it could be that the task was too difficult or required too much motivation for the client at this moment in time, or it could be that the client doesn't really want to engage in therapy; that they will attend sessions, perhaps because they have been told they have to, but they have no intention of doing anything outside of therapy. It could be the client didn't understand the task, or the way it was set meant an opportunity to do the task didn't arise, or any number of other reasons.

Future pacing

Future pacing is the process of having someone experience a potential future based on changes they want to make. It is an opportunity to see if the changes are appropriate and if things are likely to turn out as expected. Sometimes a change may be made that seems good at the time of making it but could lead to a negative outcome in the future. For example; wanting to get rich by being motivated to obsessively work hard, and then future pacing and seeing that the outcome of this is you lose your family and have stress-related health problems and aren't in your family's future. It could be that once this is checked out it is decided to alter what is wanted until a way forward is decided on which increases the chances of achieving the goal without creating the negative impact of this.

If the future pacing is done during establishing the future and then rehearsing this future towards the end of therapy sessions the rehearsed future is likely to be more acceptable. When rehearsed with presuppositions, which is implying the future will happen as described and making sure there are links with future triggers to set off the future paced experience in reality, then this will also

become a post-hypnotic suggestion.

Post hypnotic suggestions

Post hypnotic suggestions are probably one of the areas hypnosis is most famous for and probably what causes the most controversy and fear among people who don't understand hypnosis. Despite popular beliefs, it isn't easily possible to make someone do something they don't want to do. I don't mean that you can't make people do things that they say consciously that they don't want to do, because you can. For example, it is possible to indirectly make someone stop smoking but if it went against any of the client's values or belief then it would be unlikely to work. Non-consciously we normally do anything that will maintain self-preservation so even if consciously the client was claiming they didn't want to stop smoking, non-consciously they can still accept the ideas to stop smoking because this is in their best interests and may well be what they really want. If the client is consciously not willing to accept the suggestions or ideas and the client recognises that suggestions are being given then they can interfere and stop the suggestions from working or just decide to walk away.

To do post hypnotic suggestions effectively it is best to prime them first. By priming the suggestions with metaphors and explanations about what you are going to do you prepare the client for carrying out the behaviour. After you have primed the suggestions it helps to leave it a little while before giving the actual suggestion. This time is given to allow the client's mind to absorb the priming so that it is waiting in anticipation for the suggestion. This will increase the effectiveness when it is given.

As you wait before giving the suggestion it can be useful to deepen the client's trance by narrowing their attention further and to guide them through another transition or period of movement. For example, you could guide the client down a staircase then through a door, or you could guide them along a country path then out into a clearing, or simply suggest that a part of them can go to a deeper more responsive state of mind and let them interpret that in any way that works for them. This compartmentalises what is being done. It is harder to recall things when in one state compared to another state. If a client was hypnotised by imagining walking along a country path, then they transitioned into woodland, then from woodland out into a clearing, then rowed a boat out onto a lake, then perhaps dived down into the lake to a cave deep under the water, any suggestions given in the cave will be harder to remember once the process has been reversed, it is easier to remember the beginning and end and both of these match, they may remember walking into the woods and this matches with what

they remember from beginning to exit hypnosis, but the bit in the middle is often harder to recall, the client can often recall it if pushed to think about what they experienced, but you don't normally push in that way when you want a client to not focus consciously on something you have done within hypnosis.

When you give suggestions, you want to make sure that they are worded positively saying what you want, not what you don't want. Often people know what they don't want and then say that. The problem with this is that nonconsciously we don't as easily process negatives, this involves an additional layer of thought, it can also lead to undesired responses. To process suggestions, we have to create images of what is said, so if you say "you won't have that pain when you sleep at night" non-consciously we have to create a representation of being in pain when trying to sleep at night to know what is not supposed to be thought about. Then the person has to work out what they are supposed to do instead. If the therapist and client had discussed this then it may be simple, perhaps what was discussed was to have a feeling of relaxation, or a tingling feeling, or a warm fuzzy feeling, or numbness. The difficulty is that if this wasn't established, what option should the person do in response to this suggestion? They know what not to do, but not all options that they could do instead may be equally as helpful. The same thing happens if I ask you "don't think of a pink elephant". You have to think of a pink elephant to know what not to think about, but it can be very difficult to stop thinking of the pink elephant because that is what you are focusing on. The solution is to decide to think of something entirely different. Some people will realise this and do this, others won't and they will find the thought of a pink elephant keeps coming up in their mind.

When you give suggestions, you want to make sure that they are easy to follow. The more complicated the post-hypnotic suggestion the more chance there is that it won't be followed. This isn't to say people can't follow complicated post-hypnotic suggestions, it can just be more difficult because it may require more variable. Suggestions can be complex, just ideally not complicated. I find it best to use mental rehearsal to lay down complex future thoughts and behaviours. When a suggestion is followed the client will follow it largely on autopilot, so they will be back into a deep trance when carrying out the behaviour. That is why Hypnotherapists often give post-hypnotic suggestions to re-enter trance with a given word or phrase by the therapist because this is a quick way to rehypnotise a client.

It is best to give post-hypnotic suggestions at least three times. These three times

don't have to be exactly the same in how you present them. It could be that you give a direct suggestion that the client will respond in a specific way in the future, then you may have them mentally rehearse responding in this desired way in the future a few times, then before finishing the hypnosis and re-orienting the client back to the room, you may give a direct suggestion again perhaps about how you look forward to hearing how they have got on responding in this new way and you describe this new way again. You are likely to have done all this after you have already done priming and perhaps used some metaphors. This helps to make sure that the suggestion is embedded in the mind. Use words like 'when' and 'as' to set post hypnotic suggestions and to link them to on-going behaviour.

Presuppositions (which we will cover in book two) work like post-hypnotic suggestions. As you are repeatedly presupposing specific outcomes you are setting up future responses. If the responses that are being set up are associated with a behaviour or stimulus that will definitely happen then this also increases the likelihood of the suggestion being followed.

It is important to cancel any post-hypnotic suggestions that are no longer required or to make them very specific so that they will only happen at required times. You don't want a post-hypnotic suggestion to close the eyes and go into a trance each time you hear the word NOW to be active all of the time. You want it to be limited to the right context and to a specific tonality and only be the therapist. Early in my career I had a hypnotherapist friend who I was working with to demonstrate post-hypnotic suggestions. I had suggested that when he touched his knuckle of his middle finger on his right hand he would laugh uncontrollably. I thought this would be a fun demonstration for him to see how post-hypnotic suggestion can be set up and what it feels like when triggered. He exited hypnosis and I told him to touch his middle knuckle. He did this and promptly started laughing uncontrollably. He found this amusing, we both thought this was a good demonstration and he went home. A few months later when I spoke with him, he told me that he had attended a funeral. During the funeral his eyes started to tear up and he rubbed them with his right hand. His knuckle touched his face which triggered the uncontrollable laughter, so he started laughing uncontrollably during the funeral service. Fortunately, people respond in a variety of ways at funerals and it didn't lead to any problems and the friend found it an amusing experience and thought the deceased person would have found it amusing. This was a learning opportunity for me, teaching me about the importance of contextualising post-hypnotic suggestions and thinking carefully about what you are doing, and undoing any suggestions which

are no longer needed or making sure suggestions are appropriately time limited.

Post hypnotic suggestions are used all the time in everyday life; drivers see a red light and stop (usually!). Post hypnotic suggestions work by linking two things together like seeing a red light and stopping, hearing a police siren and feeling nervous, or if someone has a phobia of spiders, they see a spider and panic. Generally, the stronger the emotion associated with the post-hypnotic suggestion the more powerful it is. Sometimes post-hypnotic suggestions are more likely to be accepted if they are given covertly, because if the person knows it is being given they may *water* it down by whatever they are thinking about while it is being given, for example, if the client doesn't believe it will work and they are thinking this as you are giving the suggestion, then this doubt becomes part of the suggestion. The more *normal* the suggestion, the more likely it is to be accepted. People can easily overrule a post hypnotic suggestion. This is more likely if they either don't want to feel controlled (like if a hypnotist has said 'you will...') or if it goes against their beliefs or values or just seems ridiculous.

The context has a large part to play in it. For example if a hypnotist gave the suggestion to go into a trance when they say sleep, this is likely to only work in the therapy room or at a stage show or street hypnosis act where the subject knows the person is a hypnotist hypnotising people. This would be unlikely to work if the hypnotherapist met that client in the street and decided to say sleep. If a stage hypnotist suggests to a subject that they act like a cow when they hear a certain word, it will only work in the stage show where the person accepts it is for entertainment and is okay with the situation and willing to follow along for fun, but these suggestions are unlikely to happen if the subject was uncomfortable with the suggestions or if it was in a different context, like a business meeting the next day. There are a small number of people who may respond to the suggestion, but it is rare for this to happen if they don't want to, or don't feel comfortable responding to the suggestion. Many people may feel an urge to follow the suggestion because it is a form of anchoring, but that doesn't mean they will all act on the urge to respond.

Post-hypnotic suggestion is a form of anchoring, you can use anchoring for the same purpose, like clicking your fingers every time someone forgets something, so that in the future if you want them to forget, all you have to do is click your fingers. Mental rehearsal is a form of post hypnotic suggestion. You have someone rehearse things happening a certain way in certain situations in the future so that entering that future situation becomes the trigger for responding in the mentally rehearsed way which increases the likelihood of the person carrying

out the patterned response they have created a template for in their mind. Sometimes you want to focus on just one part. For example, say someone wanted to increase confidence to speak up in business meetings, the meetings may always be in different locations so you want something that will always be the same in each meeting that can be linked to the confidence, this could be a notepad, or writing something on the notepad, or perhaps thinking about the name of the meeting as they walk into the meeting. Most people are good at generalising, so after rehearsing a few different situations they are likely to generalise to *any similar situation that is appropriate will trigger that feeling*. To begin with though, it is often useful to focus on perhaps the person looking at their watch to get the feeling of confidence, or looking at their pen, or at water (in a glass or jug).

Normally post-hypnotic suggestions are told to the client in a fairly direct way — "whenever you feel stressed you will find yourself breathing in the way you have learnt here" with Ericksonian Hypnotherapy the therapist may give direct post-hypnotic suggestions if this is relevant and necessary, but they are also likely to give post-hypnotic suggestions throughout the conversation they have with the client, as well as during the more formal hypnotic element. They may say "how will you react differently in the future?" Then when the client answers they may respond with "so, in the future when you are in that situation you will react in that different way."

They are still giving direct post-hypnotic suggestions but suggestions from the client. By talking about "then what will happen" and "what will you be doing differently" and these types of questions clients often go from saying "I would" to "I will". Once they are saying "I will", they will be giving themselves post-hypnotic suggestions as well as the therapist giving them suggestions. Also, just the act of thinking about the answer to "how will you react differently in the future?" gives themselves a post-hypnotic suggestion. To know how they will react differently in the future, they have to think about reacting differently in the future, and because of the presupposition will, this is something that will happen, not something that may happen. The question wasn't "how would or might you react differently in the future?" Will implies it will happen.

The client will start to say things like 'I will be offered the cigarette and will say no and will then feel good inside at my reaction.'. The therapist can keep the client *in the zone*, keeping them focused on this future taking place in this way, which is just doing hypnosis and this mental rehearsal builds up a pattern of responding, making it more likely that this is how they will respond in the future

rather than responding with their old response.

The research on mental rehearsal shows that when people mentally rehearse, it is as if they are really doing what they are rehearsing, so they learn and do it in the future more like the way they have rehearsed. Mental rehearsal can improve performance (Abdin, 2010) and when combined with actual practice, people can get even better results, and this can be increased further still with the use of hypnosis (Liggett, 2000), so when someone mentally rehearses doing things a specific way they don't necessarily have to be told "when you see that chocolate cake you will leave it alone." Instead they have rehearsed seeing the chocolate cake and leaving it alone, making it more likely without having to be told that they will leave it alone.

Therapists can also create post hypnotic suggestions using phrases that would require effort to unpick and understand consciously. For example, if a therapist says to a client "you can always keep in mind..." followed by the suggestion, they are saying "this will always happen." Or if they say "when you open your eyes you can remember this as easily as any dream." Which means "when you open your eyes you will forget this experience." This is an easier way of inducing post-hypnotic amnesia, rather than trying to tell the person to forget or not remember when they open their eyes.

Anchoring

The human mind works through making associations or pattern-matching. The stronger the emotions during these associations or anchors the less repetitions are required. Anchoring is basically just a term given for linking a stimulus and a response together.

Anchoring happens all of the time:

- You see a red traffic light you stop
- If you smoke, maybe you answer the phone and automatically light up a cigarette
- You hear a song playing that reminds you of your first kiss
- Someone sneezes, you say 'bless you'

All of these are natural times when anchoring has occurred. What has happened is that you have learned to link one event with another so closely that if one happens the other one also happens. If the emotional state is low then it may take many repetitions to set an anchor unconsciously in place. If the emotional state is high it may only take one event to anchor the emotional state in place. This is

what happens when a phobia is caused.

For example:

If you put your hand on a wall and a spider jumped out of a hole in the wall onto your hand and really terrified you then you may get that same level of terror every time that you think of spiders or see a spider because the emotional level was that intense that it only took one event to make it stick. Just like if you put your hand on a hot stove and it burns, for most people, it only takes doing this once to remember not to do it again. The same applies for fetishes. If you are having an intensely pleasurable experience and you suddenly see a pair of wellington boots you may link that pleasure with the sight of the boots and so reexperience that pleasure just by thinking about boots or seeing a pair of boots.

Highly emotional experiences cause one off learning: low emotional experiences require repetition.

Advertising usually uses low intensity emotions. This means that it usually needs many repetitions to anchor the advert in place. Adverts work by creating an emotion then showing you the product, a tag line or suggestion at the end to link the emotion with that product, tag line or suggestion. They also often use a slogan or catchy tune so that each time you hear that sentence or tune you think of their product, like 'just do it' or 'I'm loving it'.

Anchoring can be done with or without the client's knowledge.

The process for anchoring is:

- Guide the client into a relaxed state.
- Evoke the resourceful state (watch non-verbal signs for its arrival).
 Tell the client to put their thumb and forefinger together as an anchor when the state begins to get strong and let it increase as the anchor is triggered.
- Tell them to release the anchor and notice how they can drift back into that relaxed comfortable state (this teaches them control over their resources and helps them practice developing the ability to trigger the resource state).
- Repeat the above stages three or four times suggesting becoming more absorbed into the resource state each time.
- Say that their unconscious mind can select a time in the future that the resource will be useful and when they have that time in mind they

can give you a signal, if they already know when they need the resource state for, they can just think of this.

- Ask them to set off the anchor and notice how that future situation goes differently with these resources.
- Give them some silence to integrate these learnings. Suggest that in the future the anchor can happen automatically at times when it is appropriate, or they can trigger the anchor consciously or discover that they don't even need to. Then once the client is ready, have them come back to the room.

It is not necessary to anchor in the way that is shown above, although it is a useful process to use on yourself or others when anchoring resourceful states and it is useful to learn the process before being flexible with it. You can anchor with any touch, movement, sound, visual cue or anything else that you can replicate. It could be something specifically used by you, like a gesture or a tone of voice or a specific way that you sit. Whatever it happens to be, you have to be able to replicate it exactly each time you want to use it to set an anchor or to trigger the anchor. You may decide to stack a number of emotional states onto one anchor or use a different anchor for each different state.

There are advantages to both of these options. If you decide to stack all the states on one anchor then by setting off that one anchor you will trigger all of those emotions in the client at the same time. It is also easier to remember than having to remember many different triggers. For example, if a client wanted to increase motivation, increase confidence and self-belief and increase enjoyment, perhaps for doing certain tasks at work which they have been told they are capable of doing but they don't feel motivated to do them, they procrastinate and put off doing the tasks, they don't enjoy doing the tasks and they don't have the confidence or self-belief doing the tasks. In this kind of situation, having it all anchored to a single trigger is likely to be helpful.

The advantages of setting up a different anchor for each emotional state are that you or the client can then have greater control. You or the client can set off any one state independently of the other states. You can set them off in whatever order you like, rather than only being able to set them all off at once. Each different order of triggering the anchors can lead to different outcomes despite using the same emotions. I worked with an actor who anchored different emotions to different triggers. They were then able to trigger the state required for the part they were playing. Previous to anchoring, if they needed to be angry in a scene, they had to recall something which made them angry and get

absorbed in this memory, then do the scene while holding on to this anger. This would be tough if it took many takes and they kept having to come out of the state to interact and have guidance over what they should do and how before the next take. With anchoring they would set off the anchor and be in the state without a long process of having to keep getting in to the state. They used to also struggle to break free from the emotions they had played during a day. If they had spent 15 hours doing angry scenes and being an angry character, they struggled to turn that off at the end of the day. With anchoring, they just fired off a different anchor for the emotion they wanted to have after work.

One thing with anchoring, is that every time the anchor is triggered, it incorporates the state the person is in when triggering it. If the emotion is very strong, like in the case of post-traumatic stress disorder or a phobia the emotion experienced just before the phobia strikes, is often very minimal so has very little watering down impact on the phobia, but if a client has set up an anchor for calmness because they sometimes get angry and they want an anchor to calm the anger, when the calmness anchor is used it is likely at the time the person is feeling angry, which is another strong emotion. With time, this anger waters down the effectiveness of the calm anchor because each time the anchor is triggered the trigger is being linked with the anger emotion being experienced, so the client will have to regularly practice the calm anchor, where they perhaps sit quietly and calmly, trigger the anchor to anchor that state again, then go to a neutral state and trigger the calm anchor again, until they can noticeably feel the calmness arise within them from triggering the anchor.

Anchoring is a highly effective tool, especially if you can elicit a high level of emotion in the client as this increases the chances of the emotion or resource sticking in place in the future. Anchoring links a stimulus and a response together so it is important that when you are using anchoring, you use the same anchor with the same emotion a number of times, in the same way. What is needed, is for person to non-consciously register the anchor. If the anchor is used subtly (like a small hand gesture or slight tonal emphasis on certain words) then the person is unlikely to notice consciously that an anchor is being used at all.

If, for example, you wanted to anchor 'motivation' which you later plan on using to create a motivation for exercise then you may decide that you will use a gesture like turning your left-hand palm up with the fingers spread in a relaxed way as your anchor. As you talk to the client, each time you or they talk positively about motivation you can do that gesture then after a while you will begin to notice that the client starts behaving in a more motivated way each time

you do the gesture. You can then start talking about exercising in the future and use the gesture to set off the motivation feeling and do this a few times with different future situations.

There are many ways that you can do covert anchoring in everyday situations. It could be a touch on the arm or a move of your head to anchor. Anchoring is used when doing embedded commands which are commands hidden within sentences. The anchoring that is done with embedded commands is the same as normal low intensity anchoring in that it takes many repetitions for the client to nonconsciously recognise and then start to respond to the pattern. It could be that (if like me you want to be as subtle as possible), you talk to the client whilst looking into their left eye and then each time you embed a command you look into the right eye as you embed it (and perhaps subtly change voice tonality) before looking back to the left eye. This would take many repetitions of embedding commands in this way and as soon as the client non-consciously recognises that there is a pattern going on it acts on the anchor for that pattern. When the person non-consciously acts on the pattern the response appears as if from nowhere in the mind of the client as if they have just thought about it themselves without being pressured or led in any direction. It feels like it is inside-out, rather than outside-in. The client doesn't feel like the therapist is doing something to them, but instead they are deciding to do something themselves. This facilitation approach is my preferred way of working with people, as to me it feels more respectful and avoids potential power plays with clients.

When anchoring you want to aim to anchor near the peak of the desired state. If you anchor too early you will not get much of a response, if you anchor too late the state will be declining so you will be anchoring the state dissipating rather than developing. Watch for the onset of states. With practice you improve at this and it becomes more natural.

There are different ways you can do anchoring. You can use anchoring as a technique like we have discussed above, you can do this directly or indirectly with the therapist or client doing specific behaviours. You can also set up natural or contextual triggers.

Natural triggers

Natural triggers are everyday things that can be used as triggers, so it could be seeing a colour, or a flash of light, or it could be when doing a tie up or seeing someone smile. The idea is that the anchor is something which is natural to the situation it is needed. So, someone who wants to feel calm when public speaking could have the anchor being seeing an audience. Someone who wants to exercise

more may feel the urge to jog up steps when they put their foot on the first step of a series of steps.

Contextual triggers

Contextual triggers are where a specific context is used as a trigger, so it could be entering a room of people, or being in a bar having a drink triggers the *I'm a non-smoker* pattern or getting into a car triggers relaxation. The idea is that a contextual trigger keeps the response in context rather than having the anchor generalised. Whereas the natural trigger could be set off in a range of contexts. Some benefits of a contextual anchor could be for example, being more assertive at work based on contextual work cues that won't occur at home, so that the client isn't more assertive at home (if being more assertive at home could be a problem).

SELF-HYPNOSIS & STRUCTURED INDUCTIONS

What is self-hypnosis?

Self-hypnosis is useful for a number of reasons. Many other books written about psychological problems ignore hypnosis despite knowing that hypnosis increases effectiveness of psychological therapies and psychological problems are essentially faulty pattern matching and as mentioned earlier in the book hypnosis is the process of updating neurological patterns. Regardless of the therapy, when a client eventually changes and no longer has their problem they have updated their neurology. This is the case whether the person was in therapy for one session or twenty-five years. That is the advantage of hypnosis, because you can help the client to enter that state from the first session in a controlled way rather than having them enter a trance state in an uncontrolled way. People enter trance every ninety minutes or so continuously both day and night to update patterns in the brain automatically during their basic rest and activity cycle which is one of our ultradian rhythms. Self-hypnosis is the process of the client themselves using a process to communicate with their own mind-body. This could be using a technique, or it could be using their natural rhythms, like the basic rest and activity cycle.

Relax; things will happen when the time is right

Often people try to rush things in hypnosis, it is important to remember that things often take much longer to develop in hypnosis than expected. A therapist can ask for an arm levitation and assume it hasn't worked, yet 20 minutes later the arm raises all by itself. Milton Erickson used to say he would ask his unconscious to do something and give it a realistic time limit, and then carry on with his day trusting that when his unconscious is able to it will complete what is requested. So, he would tell himself what he wanted to achieve, like being painfree and discover later that the pain had vanished (Erickson & Rossi, 1977). So, giving time is vital and not expecting everything will happen instantly.

Uses of self-hypnosis

With self-hypnosis it is possible to train yourself to accelerate healing, reduce pain, undo habits and addictions; like smoking and drinking, reduce stress and increase well-being. As well as addressing problems, you can also use selfhypnosis for personal enhancement, so it could be to improve your memory, or to increase a skill. With regular use it can be helpful to enhance and access your inner potential.

Recording personalised self-hypnosis tracks

I record many personalised self-hypnosis tracks, both for others and for myself. I'll share the secrets of how I make mine because I don't think I do this in the same way other hypnotherapists do.

I don't write out a script and then recite the script, I don't have a learned, set induction in my mind, I sit down with a microphone and hallucinate the person I am making the track for sitting in front of me in a chair. I then hypnotise that hallucinated person, commenting on what I see and hear them doing. I do this because then my tracks have a natural feel to them because they are made as if I was hypnotising and working with a client, rather than a piece of paper. If I see the hallucinated person move or take a deep breath etc., I comment on this. This has sometimes freaked people out as they suddenly do as I observed and I then comment on this and they think I am in the room with them, even though they are just listening to a track.

When I make general tracks for multiple listeners, I imagine a general client and again I respond to that client but I do what I can to not mismatch what the listener may experience, so I use more nominalisations, which are vague words and terms. So, I don't say "you can walk down that sandy beach." unless I know they will be experiencing a sandy beach, I just say "you can find yourself walking on that beach, and I wonder what the ground feels like beneath your feet?" I then guide the client's attention to what the ground feels like, looks like, what each footstep sounds like and let them create the environment which is right for them, I am just guiding their attention to notice the different aspects of their experience.

Remember when making self-hypnosis tracks to leave plenty of pauses and silence to give time for people to process the content and to allow people to become more absorbed in the experience and develop the experience.

The Importance of Learning & Teaching Self-Hypnosis

Therapy can carry on outside of sessions

Therapy isn't just what happens in a therapy session, it is also what the client does outside the session. If the client goes back to their normal life and carries on doing what they have always done, they are going to continue to get what they have always got. If you can encourage someone to take up self-hypnosis and practice it outside of sessions then they will be learning a skill that will allow them to better manage emotions and their own mind and they are also demonstrating motivation and commitment to change. The self-hypnosis will also help them to continue the therapeutic work carried out in the sessions.

The client can also learn to be in control of their own mind. Hypnosis has always been controversial and misunderstood. Most people don't realise that everyone is already in a trance, the question is not whether people are in a trance or not, the question is what trance and how deep. Most therapists don't realise that they continually hypnotise people during therapy sessions whether they mean to or not. If a therapist asks a client to think back to a specific event, the client has to go into a light trance to do that. Many therapists do *bad* hypnosis. Not on purpose, they often just don't realise the effect they are having on people. Often these therapists would scoff at the idea that they do hypnosis. When a therapist asks clients to think about negative events repeatedly and to talk about these events the client will be deepening their trance around these thoughts and will be strengthening the patterns for the problem. So, when they do this to themselves in everyday life through worrying they are doing a form of negative self-hypnosis.

Many therapists and doctors inadvertently make clients and patients worse by giving bad suggestions without realising their clients or patients are in a receptive trance state. That is one of the reasons why it is useful to learn self-hypnosis and teach it to clients. If they know self-hypnosis they can have control of their own brain. If someone then tries to do *bad* hypnosis on them, they can concentrate on what they need to focus on instead and re-programme their own mind how they want it. They will also be able to increase the speed with which they can heal themselves. This happens even from doing something as simple as being able to relax.

Gives something practical for clients to do

Setting clients the task of practicing self-hypnosis can give them something practical to do, which in turn can help clients to feel like they are a part of their change, rather than change being something expected to just happen to them. It can give clients something helpful to focus their mind on, rather than focusing

on the problem.

Powerful techniques for self-help

With self-hypnosis the client can create and use powerful self-help techniques. They can use anchoring on themselves, they can manipulate sub-modalities (the inner representations of experience, like colour, shade, texture, pitch, volume) and create sub-modality-based self-help techniques. For example, for pain control they can get a sense of what the pain would look like, what size it would be, what colour, what shape, what texture, and then explore what happens when they change the texture, size, colour, or shape. Or they can imagine a bright white light and imagine this surrounding the pain and then shrinking down around the pain until the pain is shrunk down within the white light, and once the light is the size of a pea they can notice it moving around to different locations and then moving to a location out in front of themselves, where it falls to the floor and rolls away taking the pain with it. These types of sub-modality techniques can be created and used for a wide range of problems. They can use ideo-motor self-hypnosis, self-help techniques using a pendulum and asking questions of the unconscious and letting it communicate through the pendulum or they can use finger signalling or hand movements to communicate work being done.

Another powerful technique is to allow non-conscious communication to become conscious via a blackboard, whiteboard or screen in the mind, where the client asks if the unconscious is there and ready to communicate, and if it is, can it write yes? Then thanking the unconscious after each response, then asking whether it is willing to help with the problem and asking whether it can give any understanding on the problem, or whether it can draw up all aspects of the problem to be addressed and can address the problem and let them know when the work is done.

Self-Hypnosis Inductions & Re-Inducing Trance

There are many different approaches to self-hypnosis. People can learn structured inductions, they can use induction processes which are easy to follow, or have something audio recorded to follow which could be more free-flowing. Or they could just simply tell themselves what they would like to happen and just carry on with their day.

Structured inductions

Structured inductions are a great way to practice hypnosis when starting out, and great for people learning self-hypnosis. By using a structured induction for self-

hypnosis, you can become familiar with the approach and increase responsivity. When someone begins to know what is coming next, they begin to respond to the learned pattern more instinctively without having to put in effort to try to respond.

Body scan induction

The first induction I will describe here is the body scan induction. This is a simple induction to learn and do. The process is easy to remember, which makes it great for self-hypnosis. It is also a common induction for hypnotherapists to use. The process is to have the client get comfortable, either sitting or lying down, then they take some time to slowly and methodically focus through their body from the top of their head to the tips of their toes. This narrows their attention inwardly on their ongoing experience. It is best to move to the next step of focus with an out-breath. The induction can be done feet up and is often taught feet up, but I feel that doing the induction head down feels more natural, it focuses on going deeper, heading down and when you breathe out your chest, body and head move downwards, so I feel this all makes doing it this way more congruent with what is naturally happening during the induction, rather than working up the body while the head, chest and body is relaxing down with each breath. Here is an example of wording which could be used if this induction is being spoken to a client, or audio recorded. If a client is using this induction themselves just guiding themselves through it with their eyes closed, then they may not use any words, just follow the process of slowly focusing on different body areas. In this example I add in the idea of a healing light as something visual that can help with absorption. Most of focusing on the body is kinaesthetic. It helps to be able to use as many senses as possible to absorb attention.

Take a few moments to close your eyes and focus on the top of your head...

Notice how it feels and what sensations you have...

Allow your attention to drift down to your neck...

Notice how a little more relaxation can drift in with each breath...

And how the muscles can soften as you allow your attention to flow through each part of your body...

As you now focus on the tops of your arms...

And I wonder which arm the relaxation will spread down first the right arm or

the left arm...

And as that relaxation continues to flow down the arms you can notice how each breath draws in something new and expels what your mind and body doesn't need...

As you focus on those hands...

Focusing on what they are resting on...

Noticing which hand is the heaviest and which is the lightest...

Being aware of different sensations and feelings, of which hand is warmest and coolest as you allow that wave of relaxation to spread down your chest towards your stomach...

Like a healing light cleansing your mind and body...

Filling your heart and lungs...

Helping that healing light to spread around your whole body and mind...

As that relaxation flows down into your stomach...

That's right...

Relaxing deeper and deeper and more fully as a body while the mind becomes comfortably focused...

As you allow your attention to drift down into the legs...

And I wonder which leg the relaxation will spread fastest into...

And as that relaxation drifts all the way into the feet you can be curious how the mind will follow once the body is *fully relaxed*...

And now as a mind, begin to get a sense of entering into your mind and flowing gently around the body checking that each muscle is *comfortably relaxed*...

Have a sense of drifting through the head...

Down into the shoulders...

And down into the neck...

And now as I remain quiet for a few moments you can take as long as you need to drift through the body filling the body with a healing light and when I start talking again you will have finished and you can get a sense of being in the most wonderfully comfortable chair...

As you drift through the body...

Now... (Pause for about one minute) ...

That's right...

Finding yourself in that chair...

Feeling so comfortable...

That's it...

Three things induction

The three things induction is an incredibly simple induction to do. It is great for self-hypnosis and for teaching to clients due to its simplicity. The idea of the induction is for the client to find something to look at which is ideally a little bit above eye level, then notice three things they can see, three things they can hear and three things they can feel. Then they close their eyes imagine the scene in their minds eye and do the same, notice three things they can see, three things they can hear and three things they can feel. After they have done this, they open their eyes again, looking back at that spot, and repeat the process observing three things they can see, three things they can feel. They do this all very slowly and methodically, taking their time. This induction involves something called fractionation, which is the process of having someone enter and exit hypnosis repeatedly to deepen the state. They are also focusing on details externally and internally and holding their attention. The client repeats this process until they find it difficult to open their eyes and often at this point they also find it difficult to speak and would rather just relax into hypnosis.

Clients can be hypnotised with this induction each session and perhaps a few times during the sessions so that they learn how to instinctively follow the process, then they can perhaps do the induction on their own with the therapist watching to see they can do it fine so that they can then hypnotise themselves with the induction having practiced in the session. The induction can also be recorded for the client to listen to, or the client can just use the very simple structure to do the induction for themselves.

Take a moment to allow those eyes to settle on looking at something in front of you just above eye level...

And each time your eyes close here you can drift deeper into a comfortable trance state...

So just allow your eyes to find something in front of you just above eye level to look at...

And as you look at that I'd like to have you hold your focus on that spot and begin to say slowly and out loud three things you can see...

(Pause as they say three things) ...

That's right...

And now slowly say three things you can hear...

(Pause as they say three things) ...

That's right...

And now slowly and comfortably say three things you can feel...

(Pause as they say three things) ...

That's right...

And now just gently allow the eyes to close...

And get a sense of that external scene inside your mind...

Take three deep breaths as you drift deeper into the experience...

And then slowly say three things you can see...

(Pause as they say three things) ...

And now three things you can hear...

(Pause as they say three things) ...

And now three things you can feel...

(Pause as they say three things) ...

That's right...

And now while you remain as still as you can allow the eyes to open and look back at that spot...

(Wait for them to look back at the spot) ...

That's right...

And again, whilst looking at that spot says three things you can see...

(Ideally you want them to say different things each time they do this but if they can't think of anything new they can say things they have already said but pause and let them try to come up with new things first, the more different things they notice the narrower their attention has to be to notice finer detail) ...

And now three things you can hear...

(Pause while they say three things) ...

And three things you can feel...

(Pause while they say three things) ...

That's right...

Now allow the eyes to close again and drift inside getting a sense of that external scene inside your mind again...

That's right...

And then slowly take three breaths as you drift deeper into the experience...

And then slowly say three things you can see...

(Pause while they say three things - again ideally you want it to be three different things if they can think of three different things) ...

And three things you can hear...

(Pause while they say three things) ...

And three things you can feel...

(Pause while they say three things) ...

That's right...

Each time going deeper and deeper into this experience...

And each time finding it harder to open your eyes...

And as you continue to relax just allow the eyes to open and look back at that spot...

And when you look at that spot begin to say three things you can see...

(Pause while they say three things) ...

And three things you can hear...

(Pause while they say three things) ...

And three things you can feel...

(Pause while they say three things) ...

That's right...

And just allow the eyes to close as you drift deeper and deeper...

And get a sense of that external scene inside your mind...

And as you take three comfortable breaths and allow the muscles around the eyes and face to relax and allow that relaxation to spread through the body in your own unique way you may find it a bit more difficult to say three things you can see, hear and feel but try really hard to say three things you can see, hear and feel and if...

It seems too much effort...

At that point just allow yourself to relax and drift deeper inside...

(Pause for them to say three things for seeing, hearing and feeling. If they manage this repeat the process so far of having them open their eyes and saying three things, then closing their eyes and saying three things - you can repeat the wording above again up to this point until they stop saying three things because it is too much effort. If they don't seem to be responding after a few runs through this then after the last run through of the eyes being open suggest 'that's right...and as you now allow the eyes to close and drift deeper I wonder whether you will notice just how deep in a trance you are going...as you listen to the sound of my voice...some people feel consciously as if nothing is different whilst their unconscious mind becomes more responsive and able to respond fully to all that is helpful to creating the desired change so that they can consciously remain aware of the surroundings until they feel safe enough to...*let go*...whilst knowing they will remember everything they will remember when they come out of trance at the end of the session...).

That's right...

And as you drift deeper inside in your own unique way I'd like to have you begin to get a sense of a chair that looks so familiar yet you don't recall seeing it before...

And as you drift deeper into the experience just get a sense of walking over to the chair and relaxing down into it as you get a sense of feeling so relaxed you just close your eyes and drift deeply and comfortably into hypnosis...

Eyes open, eyes closed induction

The eyes open, eyes closed induction is one of my favourite structured inductions, it is so easy to teach to clients and have them practice in the session, initially with the therapists help and then the therapist can watch the client guiding themselves through the process in the session. It is so quick it can be done dozens of times during the session to make sure the client is adept at doing

the induction for themselves before the end of the session. This induction is similar to the three things induction, but instead of the client saying things they can observe, all they have to do is open their eyes on the count of three and close their eyes on the count of three. It sounds really simple and like it shouldn't do anything, but it is a very effective induction. It works using the idea of fractionation and linking or anchoring, entering hypnosis with counting down and exiting hypnosis with counting up. Once this anchor is in place, all the client has to do is count down from three to one in the voice they were using during the induction or imagining the therapists voice counting down and they will enter hypnosis. Then count up or hear the counting up in the therapists' voice to exit hypnosis.

To make the induction as effective as possible it helps for the client to find something to look at which is above eye level, also for the therapist (or the client themselves when they are doing this to themselves) to count up and down slowly and with the clients out breaths and when counting, lower tonality with each count down and raise tonality with each count up. Between counting down give suggestions for going deeper and relaxing and suggest they pay as much attention as possible to the spot they look at and suggest that the eyelids can get heavier and harder to open each time they try. It also helps to frustrate the response by going to reach one but pausing a bit sometimes so the client's eyes flicker where they want to close them but haven't been given permission, pause for longer periods of time when the client has their eyes closed and have them try to open their eyes one or two more times that they would have liked, where it is evident that they have really struggled to open their eyes. When the client is doing this for themselves, they will be counting to themselves and challenging themselves to open their eyes where they are really struggling to do so.

In a moment I'm going to ask you to find a spot in front of you just above eye level to gaze at whilst you keep as still as possible...

And whilst you do this your body can continue to relax in its own way...

And as you look at that spot without blinking I'm going to count down from 3 to 1 and on the count of 1 the eyes can close and you can drift even deeper into that comfortable hypnotic state...

And whenever I count from 1 to 3 your eyes can open and look back at that spot and each time I count from 3 to 1 your eyes can close and you can *drift deeper into that hypnotic state...*

And each time you do, you can begin to learn how you can *do this for yourself* in the future in situations that are safe and appropriate just by hearing the sound of my voice in your mind counting down from 3 to 1 to...

Go deeply into a hypnosis...

And to come back out of hypnosis you can hear the sound of my voice in your mind counting from 1 to 3...

So now just allow your eyes to look over at a spot just above eye level...

(Give them a moment to do this) ...

That's right...

Really focus on that spot...

Focus intensely on taking in as much information as possible...

Making sounds crisper and clearer (start talking very crisp and clearly) ...

Making everything about that spot sharply in focus...

Noticing colour...

Texture...

Contrast...

Really paying close attention...

Focusing all of your attention on that spot...

And on the count of one you can relax that attention and close the eyes...

(Count slowly, with each count being timed with an out breath and slow enough so that the client is beginning to strain their eyes to keep them open and is really wanting you to reach one) ...3...2...1...

That's right closing your eyes...

As you relax deeper and deeper...

Becoming more comfortable and relaxed...

And with your eyes closed the muscles around the eyes can relax...

The muscles in the face can relax...

And you can relax deeper and deeper...

And begin to drift off to a pleasant thought or place in your mind...

(Time each count to opening the eyes with the in breaths) ...

(Pause for about 20 seconds to allow them to begin to drift deeper internally) ...

That's right...

And 1...2...3...

Opening your eyes...

And really focusing all of your attention on that spot...

Becoming very aware of what you can see...

Hear...

And feel...

That right and (remember to drag out the counting and time it with the out breaths) ...3...2...1...

That's right closing your eyes...

Deeper and deeper...

Drifting inside to that pleasant thought or place in your mind...

Deeper and deeper...

As the muscles *continue to relax* more fully and the muscles around the eyes can *continue to feel more comfortable* remaining in a relaxed state...

As you drift deeper and deeper inside...

(Pause for about 40 seconds) ...

That's right...

And...

(Remember to time counting up with in breaths) ...1...2...3...

Looking back at that spot...

Paying it all of your attention...

Really trying to keep those eyes open and locked on that spot...

And 3...2...1...

Closing those eyes and *relaxing deeper and deeper* into that pleasant experience...

That's right...

In your own unique way...

(Pause for about 1 minute) ...

That's right...

And...1...2...3...

Trying to focus all of your attention back on that spot...

And...3...2...1...

That's right...

And closing those eyes deeper and deeper...

As you drift even deeper still into that experience...

And whilst *you drift deeper* into that experience my voice can continue to go with you as we journey together *deeper into this experience*...

And you can begin to get a sense of a chair that appears so comfortable and familiar yet you know you have never seen it before...

And when you are ready you can get a sense of relaxing down into that chair and feeling so safe...

Comfortable and relaxed...

You drift off into deep and comfortable hypnosis...

Staircase induction

The staircase induction is another induction which is great for self-hypnosis due to the simplicity of the process. All you are doing is guiding a client, or the client is guiding themselves, as they walk down stairs. I personally prefer not to count each step, but instead say that on a specific count the client will be at the bottom of the stairs. If the counting is tied to the steps, what can happen is that people can feel like their foot is hanging in the air when they want to step on the next step, but you haven't done the count for the next step yet, so they don't feel they can step yet and this can frustrate or annoy them. Yet, if you count too fast they don't have time to develop a relaxed and focused state. Whereas if you say that you will count down from 20 and on the count of 1 they will be at the bottom of the stairs then they can walk down any number of stairs, they can walk at the speed which is comfortable for them and will find themselves at the bottom when the counting finishes.

You can phrase that they will go one twentieth of the way deeper into hypnosis

with each count if using 20 numbers, or one tenth if using ten numbers. Between numbers, you can say "deeper and deeper" and other comments, such as focusing the client's attention on aspects of their inner experience, what the handrail feels like, what each step feels like and sounds like, what the walls look like etc. You can alter the rate of counting, perhaps sometimes counting faster, but keeping it so that each count down is in time with an out breath. I personally like setting a scene for the steps to be in, rather than just saying "close your eyes and imagine you are standing at the top of a staircase." I may have a client imagine walking through a field towards a grand oak tree standing in the middle of the field, as they walk the therapist can guide the clients attention to different sensory elements of the experience, like the sound of the footsteps, what the sky looks like, what the field looks like, what each step feels like, perhaps what a breeze on the skin or the warmth of the sun on the skin feels like, then the feeling at the oak tree of running their fingers over the bark of the tree before finding a door in the tree, opening the door and finding a staircase.

If the client is doing this for self-hypnosis, they can be taught to be aware of all of these things and have it explained to them about how the more sensory detail they bring into their experience the more effective this will be and the deeper they will go. Following walking down the stairs they could perhaps see a door and enter that door to continue their experience and do any inner after passing through that door.

As you listen to me, I will talk to you...

And as I talk to you your mind can wonder...

And while your mind wonders you can begin to think about different thoughts and feelings while you *begin to drift deeper inside...*

And you can have a sense of noticing a grand oak tree...

And you can be curious about that tree as you begin to walk toward it...

And as you walk closer and closer to the tree you can notice the secret door in the base of the tree...

And you can walk to the door and gently open it to reveal a grand and wonderful staircase...

And in a moment, you can begin to walk comfortably down that staircase one step at a time as I count down from 20 to 1...

And with each count you can go one twentieth of the way deeper into hypnosis...

(Make each count on the clients out breath) ... As you step onto the top step... 20... That's right deeper and deeper... And you can notice what is around you and I wonder what you can see... And I wonder what each step you take sounds like and what it feels like to take each step deeper and deeper into hypnosis, relaxing into the experience... 19... Deeper and deeper in your own unique way... and I wonder whether you will take a step with each count or two steps with each count at times and at other time pause for thought or to relax a little deeper or just to look around or to stop a moment to take in the experience... 18... Going deeper and deeper... Knowing you can take yourself down into this state anytime you please just by finding that tree... Walking through the door... And walking down the steps... 17... Going deeper and deeper with each count... One twentieth of the way into hypnosis with each number... 16... 15... 14... That's right... And I don't know whether you will go even deeper with the words that I say or the spaces between the words... 13... 12...

11... Deeper and deeper... 10... 9... Over halfway... Now into a deep and comfortable hypnotic trance... 8... All the way... 7... Deeper and deeper... 6... As you approach the bottom of the stair I wonder whether you will become curious about what you will discover... 5... As you shortly begin to notice a door down there... 4... All the way into hypnosis... 3... As you approach the bottom of the steps... 2... And 1... Deeply and comfortably in hypnosis *now*... As you push that door and see a familiar looking room you know you've never seen before and wonder where that chair in the room will lead you... And you can... Go sit in the chair... And drift deeply inside getting a sense of finding that chair so comforting and

relaxing your eyes relax shut and you get a sense of drifting off into a pleasant

dream...

Rabbit-hole induction

The rabbit-hole induction can be similar to how I would do the staircase induction, sometimes instead of a slow relaxing walk down a staircase, or a slow walk down a rabbit-hole, I have the person find a rabbit-hole under a tree and fall down the rabbit-hole. I explain they feel comfortable and know the experience is safe and that it will teach them something. I talk about falling deeper and deeper down the hole as they go deeper and deeper into hypnosis. And at the bottom they can discover themselves in a strange, intriguing land, with unusual trees and characters. I normally talk about experiences similar to *Alice in Wonderland*, sometimes I make up something absorbing with characters that have relevance to a client's problems, but a therapist can help someone experience any fantasy land they think of would be suitable for the client, and clients doing this for themselves can experience any fantasy land they decide to create. The important thing is to have the experience absorbing and engaging. When client's do self-hypnosis, they can record a track for themselves creating an absorbing story or journey around the idea of a rabbit-hole. They can use this just as an induction, or they can use this for the induction and therapeutically offering themselves metaphors which match the pattern of the problem and solution.

Secret garden induction

Another guided imagery induction is the secret garden induction. With this induction the client imagines themselves walking through a garden and into a secret garden. They imagine the experience bringing in what they can see, hear, feel and smell. This type of induction is great as a guided induction which is audio recorded to follow. The advantage of guided imagery inductions is that they can be pleasantly absorbing experiences. When a client knows the process, they can do the induction themselves in their mind guiding their own attention, but this can be more challenging when someone is a beginner to self-hypnosis unless they audio record the induction.

The process of the induction is to start off at the top of a garden, perhaps on a patio looking out over the garden, then walking down into the garden taking in all the sensory information, then finding a secret garden, exploring this garden before moving on from that secret garden into wherever the therapeutic work will be done.

Just take a few moments to close your eyes...

And with your eyes closed, you can relax...

And as you relax, you can begin to imagine yourself stood on a patio looking out over a beautiful garden...

And as you look out over that garden you can notice the different colours and shades...

You can notice movement of leaves in the breeze...

And you can begin to become more absorbed in the experience...

And as you become more absorbed in the experience, in a moment you can take the first few steps into that garden...

And when you take those steps, you can notice what the ground feels like beneath your feet...

And as you walk into that garden I wonder whether you can notice the sounds of birds, and other sounds around you, or the sound of a stream in the distance...

And you can notice in a moment that there is a gate at the back of the garden leading to a secret garden that is just for you...

You can take your time slowly walking deeper into the garden, *and go deeper* and deeper into a *relaxing* and focused state of mind as you get closer to that gate...

But don't go all the way into hypnosis until you have reached the gate... (Quiet for a while as they drift deeper)

And when you reach the gate, you can gently open it...

And step through, into that secret garden...

A garden that is just for you...

And as you look around and notice what you can see, and what you can hear, I wonder when you will notice that bench...

And you can walk to the bench...

And relax yourself down onto that bench...

And notice how, while you relax on that bench, your mind wanders, and drifts and dreams...

And you can let that happen and go to a pleasant place in your mind, as a part of you continues to listen to my voice...

Four seasons induction

The four seasons induction is another guided imagery induction. One good element of this induction is that the induction itself is therapeutic, talking about change and transitions and how life moves on, changes and is cyclical among other things. It is also very easy to be creative with descriptive language while doing this induction. Using the same structure of travelling through the four seasons it can be done in five minutes as a brief hypnotic induction, through to taking an hour or more over gradually exploring and journeying through the seasons. As with other guided imagery inductions, it works best by involving all of the senses. The induction can be audio recorded or used to be the therapist in the session to hypnotise the client while teaching them a process of selfhypnosis, or a client can guide themselves through the process. When talking about what a client can notice in their experience visually, auditorily, or olfactory, or kinaesthetically. You can be specific if you know the specifics, if you don't know the specifics then you can be general to guide the client's attention to noticing that element without dictating what it is specifically they will be noticing.

As you listen to me I will talk to you...

And as I talk to you your mind can wonder...

And while your mind wonders, you can begin to think about different things...

And as you think about different things certain ideas and feelings can begin to come to mind...

And when those ideas and feelings come to mind you can find yourself *drifting deeper* and *deeper* into the experience in your own unique way...

And you know that spring is a time of new life...

And you can be out in the countryside and notice how the air seems so fresh and clean...

How the colours can appear so bright and vivid and how much variety you can notice...

There are sounds you recognise in the spring...

Like certain sounds of birds and animals...

And sights of young animals experiencing the first few months of life...

And when a breeze blows it can create movement...

And you can notice familiar smells that change depending on where you are and what you are doing...

And you are aware of how the state of things can change as summer approaches...

And the weather changes and you know what that's like...

And the wildlife changes...

And the sounds you can hear change...

And I wonder what sounds you feel are summer sounds...

As you have a sense of what makes summer, summer...

And there will be certain summer smells...

And you know people feel different about different seasons depending on their age and people like different things about the different seasons at different ages...

And I wonder what you enjoyed about the summer when you were younger...

And as you drift through the seasons certain thoughts and feelings can come to mind...

As you drift into autumn...

And you know how the colours change in autumn and the weather changes and the smells change...

And I wonder what else changes for you in autumn...

And many children enjoy crunching the fallen golden-brown leaves with each step they take...

And we begin to become aware of the nearing winter...

And as winter falls so things change again...

A scene may look different than it did before...

And I wonder what you used to enjoy as a child about the winter period that isn't the same for adults...

And imagine what many children feel like when crunching through snow or playing in snow...

And the air is often crisp and colour often appears to have been drained out to

greys...

Whites...

And blacks...

And with little wisps of colours...

You can get a sense of noticing a warm and inviting log cabin...

And as you approach that cabin it can seem vaguely familiar...

Yet unknown...

And you can enter the cabin and notice what the door was like to open as you see what the inside of that cosy...

Relaxing...

Warm and comforting cabin looks like as you notice a chair...

And you can walk to that chair getting a sense of what it will feel like to *relax* back in that chair and *drift off into a pleasant dreamy sleep...*

As *you now relax* into that chair and find yourself instinctively drifting into the most pleasant and wonderful dreamy sleep...

And I don't know whether it will be a dreamy sleep from the past or an even more pleasant and wonderful sleep as you continue listening to the sound of my voice...'

Mirror induction

An induction I find really interesting for self-hypnosis is the mirror induction. The mirror induction involves looking at yourself and hypnotising that mirror you and because the mirror you *is* the real you, you end up hypnotising yourself. It is a little more advanced in that it is easier to do when you understand how to hypnotise people, but it can be done by beginners and can be taught in sessions. What you are doing is playing both hypnotist and subject. So, you tell that mirror you what you are observing and you can also offer suggestions for them to follow, then as the subject, you follow those suggestions so that the mirror you is following the suggestions. The steps of the mirror induction are:

- Look at yourself in a mirror and hypnotise that mirror you
- Say what you see. Start by saying "as you sit there looking at me just allow your shoulders to relax"
- Then follow your instructions by relaxing your shoulders

- Then give yourself further suggestions until your eyes just want to shut
- Suggest that you can go deeper with each breath you take and with the spaces between the words, when you see the mirror you breathe out you can say "that's right" to acknowledge this. You can do the same whenever you know that mirror you has blinked which is another process of *going inside* the mind
- Then as the eyes begin to want to close, suggest that you can go to a special place in your mind where all the necessary changes can occur at an unconscious level
- Make the experience time-limited by stating to yourself how long you want to be in hypnosis for and that you want your unconscious to make all the necessary and appropriate changes to support you in achieving what it is that you want

Developing your own inductions

The advantage of learning a range of different hypnotic inductions, is that you can learn how people respond to different types of ideas and suggestions and different ways that things can be phrased. Once you have begun to master these inductions, you can them create your own self-hypnosis inductions for people, perhaps as audio tracks, you can also then create your own creative ways of hypnotising clients. So, you could create an engaging story for someone about talking woodland animals or use a familiar childhood programme and make an induction that uses the characters and settings from that programme.

Or you can mix and match different induction elements, like having walking down steps linked with an arm lowering or going on a hot air balloon ride with an arm levitation, or a four seasons induction could be *four seasons in your beautiful place*, or you may do an induction with just one season and taking time to really explore the sights, sounds, feelings and experience of just that one season.

Re-inducing trance and trigger self-hypnosis

Hypnotherapists can set up triggers to re-induce trance or self-hypnosis. It could be that they count from 3-1 and say "sleep now". Or just "now", and have the client close their eyes and enter hypnosis. And each time they do this they have the client go deeper into hypnosis, with "1, 2, 3, open your eyes" being the suggestion that brings the client out of hypnosis. Then the client can hear the hypnotherapists voice in their mind saying "3,2,1 now" and they can close their

eyes and enter hypnosis without the need for the hypnotherapist. Alternatively, when the client comes into the session the hypnotist can suggest this to the client and have them follow it into hypnosis. A trigger can be set up by practicing repeatedly with a hypnotherapist present so that without the hypnotherapist they can set off the trigger and will enter hypnosis on their own.

CONCLUSION

This book is the first in a planned series of ten books on hypnotherapy. In this book I have shared what I feel are the basics to understanding hypnotherapy. If you take the time to learn and master the content in the book you will be way ahead of many other hypnotherapists in your ability to do hypnosis and use hypnotic principles therapeutically. You will be able to do hypnosis without the need for rigid hypnotherapy scripts making you more client-centred and able to be responsive to the needs of your clients. In book two *Hypnotherapy Revealed*; The Ericksonian Approach I share my perspective on the Ericksonian approach, I share the three fundamental principles of the Ericksonian approach, how to craft healing hypnotic stories and explore hypnotic language patterns, then in book three, Hypnotherapy Revealed: Hypnotherapy Trance-Scripts I will share over 100 sample hypnosis induction and therapy scripts. This book and the Ericksonian approach book come first because I wouldn't want someone reading the hypnotherapy scripts book and becoming a hypnotherapist who uses scripts. I want the readers of that book to be comfortable to work unscripted who will use the scripts for ideas and for education. Milton Erickson said that people should learn as many different types or styles of inductions as possible to get used to a wide variety of ways that they can induce hypnosis. It wasn't so that they would copy the scripts and become reliant on them, but so that they increased their ability to be flexible when working with clients.

If you have found this book helpful feel free to leave a review and mention it to others interested in hypnotherapy.

Until next time

Dan Jones

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Hypnotherapy Revealed

THE ERICKSONIAN APPROACH

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INTRODUCTION

This book will teach you my perspective of the Ericksonian approach to hypnosis and therapy. It will demonstrate the simplicity that I believe underlies the Ericksonian approach and will teach Ericksonian hypnotic language patterns in a simple and easy to learn and understand way. People often ask whether it is worth taking my online Ericksonian Hypnotherapy training when I say about it being simple and that the hypnotic language patterns are taught in an easy to understand way. They tell me that they had heard it is very complicated to understand and do, I was even told this when I started out as a professional hypnotherapist. I met with experienced hypnotherapists to get advice about setting up in practice and when I said I was learning an Ericksonian approach all the hypnotherapists I met told me "not to bother with that, it is all too complicated, it doesn't make sense. Just start building up a folder of scripts that you can read to clients and stick to these." This is a myth. The way I teach is from the principles up, not from the language patterns and techniques down. Teaching it from the principles up means that you will be using all the hypnotic language patterns and techniques automatically and instinctively before you have learned the labels for them consciously so that by the time you are learning them they make sense because you recognise you have been using them already.

On my live training I have people hypnotising each other unscripted using an Ericksonian approach within 30 minutes — **it really is that easy to do** and this gives attendees so much confidence. This often unnerves attendees who have studied hypnotherapy before and only ever used scripts, but for complete beginners who haven't started using scripts as a crutch, this feels such a natural process that they never decide to become script-based hypnotherapists. Hypnotherapy is an unusual therapeutic modality. You don't find counsellors, psychotherapists, youth workers, parenting support staff, educational support staff, social workers, family therapists, addiction counsellors, cognitive-behavioural therapists, psycho-analysts, or any other talking therapies workers feeling the need to do all their work with a script. Yet many hypnotherapists want a script for working with this type of client and a script for working with that type of client, yet they are doing talking therapy the same as all of these other professional's but worryingly don't seem to believe in themselves and their training enough to do the *therapy*.

Although I say I am teaching an Ericksonian approach in this book what I really mean is I am teaching you my perspective on therapy. After more than 20 years

doing hypnotherapy I have developed my own views and understandings and had many *a-ha* moments that have shaped my work. Good therapists and trainers who evolve and continually learn and develop end up creating their own unique style. So, for example, hypnotherapy trainer Stephen Brooks (who was the person that first taught Erickson's techniques here in the UK back in the late 1970's) may be thought of as an Ericksonian hypnotherapy trainer but he teaches his evolution of therapy. Ernest Rossi teaches and does his own evolution of therapy, and their versions of therapy today are very much their own approaches, distinct from how they interpreted Milton Erickson's work when they started out, and so it is for me. I have evolved to practice my own approach, but like with Stephen Brooks, Ernest Rossi, or any other well-known Ericksonian hypnotherapist I can't just give my approach a different name like Jonesian hypnotherapy because no-one would have heard of it, just like no-one would have heard of Brooksian or Rossian hypnotherapy. So publicly I just say I do Ericksonian hypnotherapy, but it is important to note here that I don't think of myself as an Ericksonian hypnotherapist, or even a hypnotherapist. I use my interpretation of the Ericksonian approach to underpin how I approach doing therapy, but I think my views of trance and other areas are different to that of Milton Erickson as you will see throughout this series.

In this book I share the skills to use so that you can take the knowledge you have from book one about hypnosis, pattern-matching and the trance nature of reality and use this therapeutically with clients. The knowledge you will gain from this book can be mastered allowing you to be able to confidently hypnotise and therapeutically work with almost anyone using the approach that is right for them as an individual. You will be able to do what I think of as client-centred hypnotherapy.

THE ERICKSONIAN APPROACH

I often describe myself as employing an Ericksonian approach to therapy. Although I describe myself as that, I don't think of myself as that. I think of myself as someone who does therapy and who tries to take an evidence-based look at the therapy that I do. It is important to me to try things out and find my path, but also, to use what the evidence says is most effective at helping people with different presenting problems and be willing to change what I do and teach in line with evidence, not dogmatically stick to something because I like it. The reason I describe myself as employing an Ericksonian approach to therapy is to associate myself with something familiar to people, so that they have a general idea of how I work or what types of skills I may employ. If I started saying I do a Jonesian approach to therapy, one, it sounds arrogant to me, to name an approach after myself. Even Milton Erickson, who the Ericksonian approach is named after never described himself as doing an Ericksonian approach and who has ever heard of a Jonesian approach to therapy? Would people know what I was talking about? The difficulty is that everyone has a different view of what different approaches mean to them, me included and the public have no idea about many approaches. One of the reasons for writing this book is to explain what I do and don't mean when I talk about the Ericksonian approach.

The shortest answer to what I mean when talking about using an Ericksonian approach, is that I utilise my observations towards a goal. Because I utilise my observations I am rarely dictatorial and my therapy can generally look soft and gentle. The only time it isn't soft and gentle is if my observations have led to me taking a different approach in that situation, so, part of the understanding I like people to have of me, is that I practice therapy client-focused, not therapistfocused. I don't try to make clients fit my way of doing therapy, I try to fit their way of doing therapy. This is all fine in relation to other therapists, they may not agree exactly on what they think of when thinking about the Ericksonian approach, but hopefully most think of something which covers these areas. The general public are different as they won't have heard of the Ericksonian approach. I don't like to call myself a hypnotherapist because all therapists do hypnosis, the only difference is that hypnotherapists publicly admit to this and may have had training in hypnosis so that they can do a better job of hypnosis than perhaps a therapist without formal hypnosis training. I am open about the fact I practice hypnosis and that I don't like to call myself a hypnotherapist, but I often end up calling myself a hypnotherapist because it is a term the public have some understanding of and if they have a problem with hypnosis I want to be open about it and let them voice their concerns so that I can talk to them about hypnosis and debunk any myths they may hold.

The difficulty is that many people have a view on what they think a hypnotherapist is and what they do and that all hypnotherapists essentially do the same thing, so it is just a case of going to the cheapest one and you should get the same treatment as if you went to the most expensive therapist. Someone may feel that perhaps the more expensive therapist has more experience or more training, maybe they are better at what they do. In reality you can get rubbish hypnotherapists who charge a lot of money and incredible hypnotherapists who charge very little. Each individual will have their own views about what a hypnotherapist does and what their expectations are about having hypnotherapy. It is common for people to think that the hypnotherapist will command them to sleep and will then re-programme their mind, and that during this process they will have no awareness because they will be in a deep trance and afterwards their problem will have gone away. If the hypnotherapy isn't 100% successful in that single session they will conclude they can't be hypnotised and it doesn't work for them. If they remember anything from the session or didn't feel hypnotised they will conclude they weren't hypnotised and it isn't any good. In his books and lectures Jeff Zeig talks about finding out from clients what they expect the experience of hypnosis to be like, obviously clarifying any misconceptions the client holds and establishing an agreement of what the experience of being hypnotised will be like and then as a hypnotherapist working towards giving the client the experience they feel would constitute as hypnosis and ratifying this with them as being hypnosis (Zeig, 2014). If a client felt hypnosis would be something deeply relaxing, then the therapist could do a deeply relaxing hypnotic induction, if they felt that they would probably lose awareness of their body, then you could do this as the induction, if they thought they would feel energised, then this would be elicited as part of the induction.

I mention these problems with description of Ericksonian Hypnotherapy because they are both terms linked to me and what I do and terms linked to what I am writing about in this book and yet almost everyone will have their own views of these terms meaning two people could think about Ericksonian Hypnotherapy and both be thinking about something completely different. I have already shared my perspective on hypnosis, on how hypnotherapy is just hypnosis being used in conjunction with some form of therapy, so you get psycho-dynamic hypnotherapists, cognitive hypnotherapists, cognitive-behavioural hypnotherapists, solution-focused hypnotherapists, client-centred hypnotherapists, etc. Some people use multiple therapeutic approaches and may

call themselves integrative hypnotherapists, curative hypnotherapists, etc., others may use a label of an approach to hypnotherapy or to convey their training, so you may have Ericksonian hypnotherapists, medical hypnotherapists, clinical hypnotherapists. Then you get people describing themselves by what they focus on treating, like smoking cessation hypnotherapist, gastric band hypnotherapist, weight-loss hypnotherapist, hypnobirthing practitioner. In this section I will cover what I mean when I talk about the Ericksonian approach and what I don't mean, as well as sharing about hypnotic language patterns, therapeutic storytelling, observation skills, paradoxical interventions and what I consider the fundamental principles of the Ericksonian approach.

The Ericksonian approach is named after Milton H Erickson MD. He didn't refer to what he did as being Ericksonian. I think the first record of the term Ericksonian was in a presentation by Jeff Zeig in 1977 (Zeig, 1977). At the time Ericksonian was first used Milton Erickson was still alive. The term was used for the first Ericksonian congress. Erickson died in 1980 before the congress took place, however he seems to have been okay with the term being used, but I don't think he would really have wanted to have thousands of therapists out there claiming to do his approach to therapy, when no-one really knew what it was that they were doing and calling Ericksonian because there was nothing written down to define the Ericksonian approach (Lustig, 1988). Some practitioners focused on the therapeutic techniques, others on the hypnotic language patterns, others on aspects of what he did, like focusing on being indirect, using metaphors and stories, or being strategic and some focused on trying to find a therapeutic model or deeper theory behind Erickson's work. Many different approaches to therapy arose or were influenced from therapists studying the work of Erickson, like solution-focused therapies, strategic therapy, family therapy, systems therapy and neurolinguistics programming. Erickson himself often stated "Don't try to imitate my voice, or my cadence. Just discover your own. Develop your own techniques. Be your own natural self." (Parsons-Fein, 2013). He encouraged people to learn different approaches, techniques and theories, to study different subjects like anatomy and anthropology, to develop observation skills, but to then find their own path and develop their own approach.

I feel that many people have over-complicated the Ericksonian approach. That isn't to say that there isn't complexity, just that I feel there is simplicity underlying that complexity. Simplicity also doesn't mean easy. Learning the rules of chess is simple, but that doesn't mean once you know the rules you are a chess master. You have to practice and learn. In chess, you may learn different

strategies, different combinations of moves which seem to work well under certain circumstances. As a beginner, you may over-rely on these moves and use them when it would have been best to do something else. As you practice, you get better at seeing the layout of the board and how the game is likely to go over the next few moves, perhaps even having an idea of what moves you may be doing in 10 moves time. With even more practice, you learn to be flexible and start to adapt and change your approach as you get feedback by what your opponent does and eventually you can become very proficient at the game. So, learning the rules of chess is easy, but mastering chess takes focused practice and hard work.

There are many descriptions or definitions of what an Ericksonian approach is. Some people talk about Ericksonian hypnotherapy or Ericksonian hypnosis, others Ericksonian psychotherapy. Some now talk about conversational hypnosis or hypnotherapy or indirect hypnosis or hypnotherapy. Personally, I see indirect hypnosis and conversational hypnosis, etc., as not being an Ericksonian approach, but being approaches inspired by aspects of Erickson's work. Indirect hypnosis is an approach developed by Stephen Brooks and conversational hypnosis was developed by Igor Ledochowski.

Here are some definitions of Ericksonian approach from across the internet:

"Ericksonian hypnotherapy (or indirect, metaphorical hypnosis) is the term used to describe a very specific type of hypnosis which is hallmarked by the use of indirect suggestion, metaphor and storytelling, as opposed to the direct type of suggestion that was its predecessor." Natural Hypnosis (What is Ericksonian Hypnosis and What Characterizes It, n.d.).

"Ericksonian Hypnosis is a method of indirect hypnosis named after Dr. Milton Erickson." British Hypnosis Research (What is Ericksonian Hypnosis? Definition & History, n.d.).

These sites go on to give fuller explanations about Erickson's work and contributions about different techniques he employed and differentiating between Erickson's approach where he would often use an indirect, permissive and conversational approach versus what has become termed traditional hypnotherapy which is usually more direct and formulaic, often using generic scripts and about the hypnotist doing something to a client, rather than evoking something from within a client. Obviously, this is a generalisation and there are times an Ericksonian hypnotherapist will be direct and times a traditional hypnotherapist will be more permissive.

Erickson described hypnosis as "...the communication of ideas and understandings for the purpose of eliciting responsive behavior at both psychological and physiological levels." (Erickson M. H., 1980). And trance as "active unconscious learning" (Erickson & Rossi, 1976). He described what he did as accepting and utilising client's responses, stating "All I know is that they'll respond in an appropriate fashion, in a way which best suits them as an individual. And so I become intrigued with wondering exactly how their unconscious will choose to respond. And so I comfortably await their response, knowing that when it occurs, I can accept and utilize it." (Gilligan, 1982). Talking about therapeutic orientation Erickson said "I invent a new theory and a new approach for each individual." (Lankton & Lankton, 1983).

Erickson used what he felt was right for the client and the situation whether this was direct, indirect, using metaphors or tasks or any other techniques, ideas or approaches. My perspective of an Ericksonian approach isn't about focusing on any of these areas, it isn't about being indirect, Erickson was frequently very direct right through to the end of his life, although it is true he used more indirect techniques than traditional hypnotherapists and he felt that being indirect, gentle and permissive was often the best approach to take where being direct could elicit resistance (Erickson M. H., 1964) (Erickson M. H., 1964). It isn't about always being metaphorical as Erickson often appeared to use stories from his own life, or about nature, or things which were familiar to the client, like talking about baseball and muscle control with a child with an interest in baseball (and who also wet the bed), as a way of teaching them about controlling their bladder and helping them to understand that they have the knowledge, they just need to transfer that knowledge of muscle control to another part of their body (Zeig, 1980). He also set metaphorical tasks like climbing a mountain to think about a relationship (Zeig, 1980), or having a heroin addict search for two identical blades of grass (Rosen, 1991). It is about being client-centred and doing what is right for the client in front of you while authentically being yourself. If the therapist is doing this they will likely naturally be more permissive and use more indirect methods with most clients.

With the focus people often have on certain aspects of the Ericksonian approach and claims that are often made by Ericksonian Hypnotherapists and were made by Erickson himself, it is helpful to explore what research says about various aspects of what most people see as the Ericksonian approach.

In the article *Ericksonian Hypnosis: A Review Of the Empirical Data* (Matthews, Conti, & Starr, 1999) Ericksonian hypnosis is described as having four basic

assumptions:

- 1. Hypnosis is an altered state of consciousness.
- 2. There are markers of this altered state that distinguish it from the waking state.
- 3. Hypnotisability of the subject/client is more a function of the hypnotist's skill (i.e. utilization strategies) than the subject/client's ability.
- 4. The use of indirect hypnotic suggestion is, at least in some instances, more effective in producing hypnotic responses than is direct suggestion.

The research doesn't favour the Ericksonian view of hypnosis outlined with these four points. I will discuss some of the research shortly, but I would disagree with some of these assumptions as being what defines the Ericksonian approach.

The Erickson Foundation defines Ericksonian therapy as "An experiential, phenomenologically based approach to problem solving that utilizes existing client attributes while evoking natural processes of learning and adaptation." (Short, 2017).

I have already shared about Erickson viewing hypnosis as an altered state which differs from the points above and what he meant by that, which differs from the definition used above. In a presentation in 1960 Erickson discussed hypnosis. He shared "I regard hypnotic techniques as essentially no more than a means of asking your subjects (or patients) to pay attention to you so that you can offer them some idea which can initiate them into an activation of their own capacities to behave." He then continued talking about this special state of awareness or consciousness which led to him being questioned about his use of these terms, he clarified with "I would like to respond to Dr. Sarbin's comments about an altered state of awareness. If I wanted Dr. Sarbin to say a large number of very pleasant things, I think I would introduce him into a setting where there was soft music and flowers and sufficient other attractions which would induce in him the desire to say a number of nice soft words. However, if I introduced him into a situation where I was tormenting a dog, I expect I could induce him to say a great many unpleasant things. You alter a person's state of awareness by the conditions associated with, and the character of, the stimulation which you offer along with the inner behavior of potentials in that person. I do not think that I am in error to

give the general term "state of awareness" to the memories, ideas, and emotions characterizing a person at a given time, nor do I consider this a 'mystical appellation.'" (Erickson M. H., 1980).

Erickson observed that what people could do in hypnosis, could be done outside of hypnosis. The difference was hypnosis helped narrow the client's attention on what is important and just like when you turn down music and stop talking when you try to park a car, you do things better when you pay them your full attention. There may not be any clear sign of an altered state distinguishable from the waking state, but as mentioned earlier in the book, there is evidence of changes in neural activity associated with increased focus of attention, enhanced somatic and emotional control and reduced self-consciousness (Jiang, White, Greicius, Waelde, & Spiegel, 2017) which could be described as an altered or special state of awareness as Erickson described it.

There were areas Erickson was likely wrong. For example, he claimed that hypnotised subjects were more literal than non-hypnotised subjects. Research on literalism in and out of hypnosis has found no evidence of this, so it is likely that Erickson perhaps influenced his own results by knowing what his theories and expectations were (Lynn, et al., 1990).

For point three, that hypnotisability of the client is more a function of the hypnotist's skill (i.e. utilisation strategies) than the client's ability, I would argue that it depends on how you think about utilisation and about hypnosis. I have shared already that I wonder whether what I do is hypnosis or not, because what I would label hypnosis is very broad, so broad that it makes the definition meaningless. I think that hypnotisability is a function of the client's ability rather than a function of the hypnotist's skill. The role of the hypnotherapist is to facilitate the client's innate abilities, to support them in experiencing hypnosis and in the case of therapy, to support them in working towards their therapeutic outcome. The therapist actually does as little as possible.

Erickson described that "hypnosis should primarily be the outcome of a situation in which interpersonal and intrapersonal relationships are developed constructively to serve the purpose of both the hypnotist and the subject... Whatever the part played by the hypnotist may be, the role of the subjects involves the greater amount of active functioning—functioning which derives from the capabilities, learnings, and experiential history of their total personalities. Hypnotists can only guide, direct, supervise, and provide the opportunity for subjects to do the productive work." (Erickson M. H., 1952).

The article gives an example of a story Erickson told about his 3-year-old son

Robert falling over and requiring stitches and the intervention which helped Robert through the situation. Erickson directed Roberts' attention to the pain and acknowledged the pain Robert was experiencing, he then directed his attention to the colour of the blood and to counting how many stitches he received. Erickson said that the question could be asked about when hypnosis was employed and stated that "hypnosis began with the first statement to him and became apparent when he gave his full and undivided interested and pleased attention to each of the succeeding events that constituted the medical handling of his problem."

The article uses this as an example of the creative utilisation that Erickson would employ to help bring relief to people but questioned whether this was hypnosis and that it could just have been a distraction technique, that Erickson was more interested in whether an intervention worked rather than how the intervention would be defined. This is an important point in relation to the Ericksonian approach. I wouldn't call it Ericksonian hypnosis, indirect hypnosis or conversational hypnosis. What is important are the Ericksonian principles and although we will cover hypnotic language patterns, it isn't about the hypnotic language or about whether you are doing hypnosis. It is about whether you are doing what is right for your client in that moment, which involves applying your knowledge in a client-focused way.

It could easily be said that what Erickson was doing with Robert isn't hypnosis because if it gets classed as hypnosis, it means almost anything involving guiding and focusing attention is hypnosis. To me, if I had to give it a definition I would say it is hypnosis. It isn't a structured induction to find something to focus on (that spot on the wall for example) and to pay that thing all of your attention (like paying the spot all of your attention) and in doing so, shutting out stimuli that isn't within that focus of attention and then moving this attention elsewhere after beginning to follow the presented ideas (like inside, into thoughts or feelings when suggested). Instead attention is focused on elements of the ongoing experience and directed from one part of the experience to another, narrowing that focus of attention away from other thoughts, feelings and external stimuli towards those aspects of the ongoing experience and at each stage Robert is following the suggestions for where to focus.

The fourth point about the use of indirect suggestions is an interesting one. Research currently seems to point to indirect suggestion being about as effective as direct suggestion, not more effective. There are some circumstances where direct suggestions seem more effective and other times indirect suggestions come out on top, but there isn't much in it between the two. Indirect suggestions

may be better at producing post-hypnotic behaviour than direct suggestions, but it seems indirect suggestion is no different than direct suggestion in trying to have success with resistant clients. One of the claims about Ericksonian hypnosis is often that you are indirect to get around or utilise resistance. This is a complex issue. It depends on what is being thought of as resistance. If a client doesn't want to be hypnotised they may well just decide to ignore the suggestions regardless of whether they were given directly or indirectly. If on the other hand, they are given a suggestion to follow and they don't respond to the suggestion despite wanting to, or to be direct could mis-match the client in some way, then I would say that it makes sense to be indirect and being indirect may well work. Currently there isn't research to back this up, so I can only draw upon my own experiences and the experiences of hypnotherapists I know. If I suggest an arm levitation to a client and they want to be hypnotised, they want the levitation to work and their arm just sits on their lap, they may perceive this as failure and this could impact on future successes. It doesn't matter whether they are in hypnosis or not according to a hypnotisability scale, their subjective experience would be that it isn't working. If, on the other hand I suggest that they pay attention to their hand and notice what that hand feels like, notice whether it feels heavy or light, warm or cool, etc., then utilised whatever the client told me was happening and fed this back to them to deepen their focus around whatever ideas and experiences they had shared, then there would be no failure, again, this is regardless of whether they would be deemed hypnotised or not according to hypnotisability scales.

Indirect suggestion doesn't make the client more likely to follow the suggestion as is often claimed in courses, where they may state that "because the suggestions are indirect or conversational they go undetected and are followed because the conscious mind hasn't recognised them, so they don't put up resistance."

This type of view is incorrect. It is true that sometimes indirect suggestions may go unrecognised, but the person still has the choice whether they will follow the suggestion or not. About half of subjects may not follow any given suggestion. Obviously, in therapy the client will be more likely to follow suggestions and presented ideas because they are there to get help overcoming a problem and it would be counter-productive to them to not engage with the therapy to some extent, and there is research that unlike indirect suggestions, indirect approaches work – for example, telling a teen to stay awake all night as an indirect approach to getting them to fall asleep. Depending on exactly what the therapist is doing, indirect techniques aren't totally covert. Intelligent and observant subjects can

notice or work out what the therapist is doing. Research seems to also point towards clients feeling more resistance towards therapists who use indirect suggestion compared to direct suggestion. This could be because depending on how indirect suggestions are presented they can feel manipulative and like people experience from sales persons who are trying to manipulate them into making an unwanted purchase and doing so indirectly. Whereas using an indirect approach, like presenting a metaphor to help a client with their problem, is often seen as positive and the client feels a sense of trust towards the therapist.

So, objective responses, like the actual depth of hypnosis and responses to suggestions are no different between indirect or direct suggestions, but subjective responses, like how the subject feels and what they think about their experience are different, with a greater number of subjects being more resistant towards the hypnotist when indirect suggestions are used, but possibly also feeling more hypnotised (Matthews, Conti, & Starr, 1999).

Hypnotherapy researchers feel that these areas mentioned above aren't what makes the Ericksonian approach. It isn't the indirect language patterns or the definition and ideas of hypnosis and hypnotisability that Erickson held, what the Ericksonian approach could be understood as is "having the ability to increase client motivation, expectancy and belief that therapeutic change can and will occur." (Matthews, Conti, & Starr, 1999).

To me, the Ericksonian approach isn't a therapy. Milton Erickson had many therapeutic ideas and thoughts based on his knowledge and experience and would develop effective and often creative ways of helping people, but, if you strip back the therapeutic work and strip back the hypnotic interventions, what you find is that underlying it all are some simple fundamental principles. This is what I want to share in the next chapter, it is these fundamental principles which have resulted in so many different styles of the Ericksonian approach. The therapeutic approach which arises is unique to the therapist applying the fundamental principles and their training, knowledge and experience. The Ericksonian approach itself isn't the therapy but the principles therapy is carried out through, or the attitude to therapy as I prefer to think of it.

So, a Jungian analyst could start doing their therapy through the principles of the Ericksonian approach, as could a solution-focused therapist, or cognitive-behavioural therapist, or any other therapist. This way you can see many different therapists doing very different therapy but all using an Ericksonian approach.

I did a job where I had to work in a psychodynamic way, so while I was in that

job I took an Ericksonian approach attitude. All documents I had to fill out were completed as per the approach I was using, anyone watching me work would see that I was using a psychodynamic approach to my therapeutic work but underlying it all the time was the Ericksonian approach. I used to describe that I was being Ericksonian. I think of it as something you make a part of who you are rather than something you do. I wasn't doing Ericksonian approach, I was being Ericksonian. A few years later I was doing a role which required me to do a very different therapeutic approach. I had to use a solution-focused approach. I generally prefer using a solution-focused approach, compared to psychodynamic approach, but used purely and as it is often taught, can still be restrictive and not as client-centred as I would like, so I used a solution-focused approach to my therapeutic work, but underlying this was the Ericksonian approach. This is what I hope to help you see here, that whatever therapeutic orientation you have it will come with set structures and ways of thinking about things which may have validity in some contexts but may be restrictive in others and becoming client-centred through the development of the Ericksonian approach will help you to expand your hypnosis and therapeutic skills. It can also be applied to other areas of life.

Following the chapter on the fundamental principles of the Ericksonian approach I cover hypnotic language patterns. What I have done with the language patterns is to simplify them by chunking different patterns into categories, so, for example, what I call the agreement set consists of the yes-set and the reverseyes-set. Linking suggestions consists of compound suggestions and contingent suggestions. There are many books which break down hypnotic language patterns into smaller and smaller chunks. From my years of teaching, what I have found is that when people are presented with vast amounts of information they become overwhelmed and confused. Students and those new to hypnotherapy would focus so much on trying to work out what language patterns they are using and what each pattern is that they would tell me they don't think they are very good because they always forget the different patterns. When I teach hypnosis, thirty minutes into my training I have people hypnotising each other unscripted. Fifteen minutes of that thirty minutes was spent introducing myself and saying what the course will cover, the other fifteen minutes was telling students how to do hypnosis without scripts and doing a demonstration, then I tell them to pair up and get on with it. I don't teach them hypnotic language patterns at this point, I let them do the hypnosis, then during discussion about how they got on I share with them how they will have been intuitively using hypnotic language patterns just because they were using the fundamental

principles. I don't want them to have their focus on the language patterns, I want their focus on the client.

This is why I teach in this way. I like to start broadly so that students are hypnotising and using hypnotic language patterns without knowing the names of the patterns or realising they are using them, then I like to teach them what I would term classes of language patterns, like linking suggestions or the agreement set. This keeps the language pattern learning easy. What I find happens on courses is that once students learn a class of language patterns, like the agreement set, they recognise it as something they were using already. Now they know about that class of language patterns they can practice it and use it more. They don't have to try to learn the names of the different language patterns within that class. This is especially the case with language patterns like double binds. I just teach it as double binds, but there are many types of double binds. When I used to teach each individual language pattern students would lack confidence because they would say they couldn't remember the different binds when they were trying to work with someone. I have known many hypnotherapists who I feel are highly skilled and do a great job, tell me the same thing. That they struggle to remember all the different language patterns and how and when to use them. If the student learns the fundamental principles of the Ericksonian approach they will be using the language patterns automatically. If they learn the classes of language patterns they will be more conscious about the hypnotic language they use and will be using many of the language patterns without knowing the individual names of each pattern. If the student is still interested in knowing more and learning the various language patterns in detail, like the names of the different types of double binds then they can go and do this, but I would recommend doing this after they have made all this prior knowledge instinctive and they understand it all, so that even if they don't remember the name of a specific language pattern, they know this doesn't matter, they are more than confident at using all of the classes of language patterns and the fundamental principles.

FUNDAMENTAL PRINCIPLES

Introduction

There are three fundamental principles that I feel underpin the Ericksonian approach – Observation, Utilisation and having a Goal or Direction.

From these three fundamental principles much of the complexity of the Ericksonian approach develops naturally. When working with clients it is important to know what you are working towards or trying to achieve and to then make observations and utilise these observations in the direction of the goal. So, if a therapist observes that someone is anxious and holding on to the arm of the chair and the goal is to help them relax then they can utilise the gripping by suggesting "you can put all the tension in that grip" (focusing physical and emotional tension in one place), or "as you grip that arm of the chair with all of your tension I wonder how quickly you will relax" (presupposing relaxation and linking tension in the grip with relaxing). Or, "while you grip that arm of the chair another part of you can relax" (linking the gripping with relaxing), or "I don't know whether you will discover gripping the chair leads to relaxation spreading through the rest of your body, or whether you find your mind drifts and wanders and dreams" (linking gripping with a double bind – either the gripping with lead to relaxation, or the gripping will lead to the mind wandering and drifting into a dream-like state), or a whole range of other suggestions that are hypnotic language patterns, but the focus isn't on the language pattern, the language patterns develop naturally from utilising observations towards a goal.

Observation

Observation skills are something that therapists should continually practice and refine. When watching clients, observation is the key to discovering what to work with and feedback to the client. If a client twitches at a key point, perhaps in response to a specific idea being presented, or maybe at a point during a period of inner work, then the therapist would acknowledge this, all of the clients' micro-movements and unconscious movements can be acknowledged towards the desired goal. This goal may be the therapeutic goal, or it may be a series of goals, so firstly it could be the goal of developing trance, then the goal of going to a specific place in the mind, then to the goal of post hypnotic suggestions or future therapeutic success.

When I first learnt about congruency between conscious and unconscious messages I wanted to know how I could practice this and refine it as a skill. The best way I found was to watch people, watch them in bars, clubs, restaurants, parks, anywhere where you get to observe people interacting. By doing this you can listen to conversations at the same time as objectively watching non-verbal behaviour. Another place to watch this is on reality TV shows. I used to record reality TV shows each week and watch interactions between the people on the show to see what I could figure out about people based on mismatching communication. I would then make predictions based on my observations and watch future episodes of the show to see what predictions were accurate and which weren't and what I missed. As I got feedback from watching the shows I would refine and update my predictions. This is a great learning process.

You can watch people talking and look for patterns. Doing this you don't get to ask the questions but you can pay your full attention because you aren't involved. Anyone with knowledge of magic who watches a magician knows that if the magician is captivating enough people miss what they do even though they perhaps know what they were looking for and that sleight of hand or whatever it happened to be occurred right under their nose. This is the same when starting out doing therapy; you have lots of knowledge, you know what you can observe, but miss it when you are in a real situation because you have too much to take in and too much you are thinking about. As you watch people you may work by initially just getting a sense of something or you may actively look for patterns that you could tell someone else (like change in facial colour, change in the fullness of the lips, body posture, eye contact, etc.).

The best way to learn to recognise minimal cues is to focus on one cue at a time while you learn so that you get used to noticing that cue. Like focusing on observing the breathing pattern, or observing the pulse in the neck, or observing changes to skin colour or changes in the eyes. What you do with the observations depends on what you are observing for (it could be to look for congruence, or it could be for a specific state, etc.). If it is for a state then you can suggest back the minimal cues you observe for that state, so if you wanted to induce a deep trance comment or acknowledge the minimal cues (overtly or indirectly) each time you see a trance based minimal cue. You could link it to going deeper for example by saying "as you continue to blink in that special way you can drift deeper." Or "That's right" (said on each blink or sign of ideo-motor movement etc.). If you wanted to help the person develop a state of confidence then you would do this with minimal cues linked to that confidence like perhaps changes to voice tonality or straightening the back and putting the shoulders

back. The easiest way of noticing minimal cues is to be in an externally focused trance on the client you are working with, this way you will be better able to notice and respond to minimal cues and see connections between the different cues you observe. This also develops with clinical practice and training, not just training around minimal cues, but also around what issues you are learning to treat.

To switch a client's trance focus (from internal to external or external to internal) you can start by matching the experience then guiding it to where it is wanted.

For example you could say to a client: "You can be aware of the ticking clock, of the traffic outside, of the sound of my breathing AND you can notice what those hands feel like resting on your lap WHILE you wonder what will happen next...and BEFORE you discover what will happen next you can notice which hand feels the heaviest and wonder whether one of those hands will lift... (Becoming more internally focused)"

To do this the other way reverse the process and match ongoing internal experience then you can ask the client to remain in this state while they open their eyes and pay their full attention honestly and completely to ... (whatever the external thing is - reading, practicing an instrument etc.)

With leisure activities you can have an external focus activity and guide it internally (even by saying "I sense you can feel some of that now").

Many people think too narrowly about observation. They perhaps look at breathing pattern, pulse, pupil dilation, head movements, changes to skin colour, blood flow to the lips, gestures, body position and movements and other physiological cues. Some people will also observe for language use, different emphasis the client gives to different words, what metaphors the client uses, their choice of words, any hesitations and other aspects auditory aspects of the ongoing situation. Building on this, some therapists may observe the wider situation, like sounds of traffic or other sounds in the building, any other distractions which occur, and any other environmental stimuli. This level of observation is just on what is occurring in the moment. What is needed is to broaden the observation out to include the client as a whole, things like: what type of person are they? What is their family history? What is/was their place in the family? What does this inform you about how they may respond to things? What types of jobs have they done? How do they respond to different types of situations? What is important to them? What do they enjoy? What motivates them/makes them passionate to take action, etc? What is their wider life like? What meets their different innate needs? What are their hopes and dreams? What

do they want life to be like now/in the future, etc?

You also want to broaden your observations to include your learnings, so for example, if a client says they are depressed and you know about the cycle of depression I would class this knowledge as an observation to be utilised. Just knowing the cycle of depression means when a client tells you that they are depressed, you can talk about sleep difficulties you know they are likely to have, you can talk about worry thinking they are likely to do, you can talk about them feeling exhausted and struggling with motivation. It maybe that for the specific client they don't have all these issues, but your knowledge gives you a starting point, something that can likely be utilised. You will also know that the client is likely to have one or more innate needs not being met, or being inappropriately met, so you know to explore this, so you are utilising your knowledge, or, in this case, your observations about what it means for someone to be depressed.

The more the therapist learns about different things, from child developmental psychology, social psychology, whatever issues you will be working with and any issues which may arise with clients in therapy as well as about different cultural and religious viewpoints, the better able to draw on this information the therapist will be, and the more they will have access to utilise when working with the client. Learning the three principles of the Ericksonian approach is easy, but to master applying the Ericksonian approach takes learning and extensive practice. Effective therapists will continue to practice and study and develop themselves. If they have a client with an interest that they don't know much about they will learn something about that interest so that they can better help the client.

When I worked in children's homes, whenever a new child was coming into the home we would receive the child's care plan a few days beforehand. This care plan would say many things about the child including their hobbies and interests and things like their favourite football team. I have no interest in football, but I would always go and learn a bit about the subjects in the care plan so that I could interact meaningfully with the child when they come into the home. I would learn about their favourite football team and how well (or badly) they are currently doing, how they have done over recent years, any significant changes over recent years, any planned changes in the near future, any significant games which have been played and which are to be played, what kits they wear, where they are located in the country. I've got no idea about football, but I want to be able to be authentic in my interactions and it could arise that I have something helpful to say, or something I need to address with them and being able to use

their interest and communicate from within something they know, love and understand is very helpful. This is the kind of thing I expect of good therapists. It is all much easier now with the internet. When I was doing this, I used to have to go to a library to find all the information out.

The best way to observe successfully is to observe with curiosity, so you watch people and wonder about what you observe. If you see a possible pattern, wonder "What was that about? Why did they do that?"

Watch clients and look for patterns. Anyone that has knowledge of magic and watches a magician knows that if the magician is captivating enough you miss what they do even though you know it happened right under your nose. This is the same when starting out doing therapy; you know lots of stuff but miss it when you are in a real situation because you have too much to take in. Practice by watching people. As you watch people you may work by initially just getting a sense of something or you may actively look for patterns that you could tell someone else (like change in facial colour, change in lips, body posture, eye contact, etc.). Often therapists focus on the content of problems. It is more helpful to focus on the pattern of the problem. For the problem to be a problem there will be a pattern playing out. This pattern may happen across contexts, so many seemingly unrelated issues may actually be related. You may not discover what initially caused the original pattern, but you can find the one pattern that is happening in many areas and address that one pattern. When observing the therapist can look for patterns in behaviour that reveal additional information, like someone rubbing their neck while talking about a partner and when the therapist changes the subject and returns to talking about their partner they do the same again implying the person is a pain in the neck, or while they tell you they want to change you see them pushing their feet into the ground, and again when the therapist changes the subject and then returns to it they do the same again communicating that they are digging their heels in about the issue of changing and perhaps are unlikely to be ready to change yet.

It is important to check out observations. Many years ago, I was in a job interview and kept putting my right arm across my lap and my left arm over my right arm holding it in place. I had just recently been hit by a truck and sustained significant injuries to my right arm so, whenever I sat on a chair without suitable armrests I would rest my arm across my lap and hold it in place with my other arm as this was the most comfortable position and gave me the least pain.

Following the interview I got to see the interviewers' notes, the interviewers were trained in neuro-linguistic programming (NLP) and so had learned about

observation skills, however what they wrote about the interview was that most of the time I had my arms crossed on my lap and so was clearly defensive and resistant and reluctant to be open and honest. They clearly hadn't checked out their observations and remained open-minded until the evidence pointed in a specific direction. They didn't check whether I was crossing my arms because I was cold, or whether, as was the case, I was crossing my arms for comfort due to an injury. I had been open and honest in telling them about recently being involved in a road accident, being hospitalised and sustaining significant injuries to my arm, but they didn't link this information I had told them to my ongoing behaviour, they didn't ask questions then change topics and come back to the topic and see if I repeated the behaviour, or just ask me something like "I'm curious about you crossing your arms?"

To check out your observations, you can change the topic or do something else to change the state of the client, and then return to the topic again and see if the client goes to doing the same behaviour once you change back to the topic. You can also ask them about behaviours and observations and observe how they respond.

Here is a selection of minimal cues that can be observed, it is helpful to make observations for utilisation and for deeper understanding. For example, if there is a mismatch between the conscious and non-conscious communication. This can be utilised, but also it teaches a lot about the person and their presenting problem or solution. Generally, if there is a mismatch in communication, the non-conscious communication is likely to be the honest, authentic communication, but to know this for sure the therapist needs to test their observations:

- Heartbeat looking in the ankle, temple, throat
- Facial colour changes reddening, whitening of the face
- Eye movements
- Eye contact
- Tension and relaxation in parts of the face or other parts of the body
- Thickening or narrowing of lips due to blood flow
- Tensing or relaxing of lips
- Head position
- Head movement
- Eyes widening or narrowing

- Micro-expressions
- Throat movements
- Swallowing
- Body position
- Body posture
- Arm, hand, feet or leg movements
- Position of arms, hands, feet, or legs
- Differences and similarities between verbal reports and non-verbal behaviour
- Metaphorical behaviours
- Tone of voice
- · Speed of speech
- Pauses and emphasis given during speech
- · Quality of speech
- Types of words used
- Amount of information, or type of information given or not spoken
- Subtle changes to speech, like wavering voice, change in pitch or firmer voice
- Gestures used
- Breathing rate and type of breathing, and changes to breathing like hesitant breathing or holding breath at certain times or breathing faster or slower depending on what is going on at the time
- Perspiration
- Metaphors used
- Patterns
- Self-soothing/self-punishing behaviours
- Anxiety behaviours

Utilisation

There are so many observations which can be utilised. What you decide to utilise and how will depend on the individual client and on what the goal is. The aim utilisation is to find a client-centred way of achieving the goal rather than trying to make the client fit the therapists' way that the goal should be achieved. A therapist using an Ericksonian approach would always be focusing on what observations they have and how these can be utilised towards the goal the client wants to achieve. If the client starts to tell the therapist about the weather and how nice it is outside, they can use this to elicit pleasant feelings or to encourage them to think about a holiday that can be used to relax them or utilised in some other way.

To utilise feelings that the client mentions, it is important to feedback what they say in a way that gets them more absorbed into those feelings in the present (if that is the aim). For example, if a client was talking about a time they felt good about an achievement, as you talk to them you can begin to re-evoke those feelings in the present and begin to associate them with solving the problem. To do this you need to feedback what they say into present tense. So, the client may have said "I completed a 10-kilometre run a few years back. I didn't think I could do it and was so pleased when I crossed the finish line." The therapist could reply asking questions about how it felt, how they knew they felt pleased, asking them to think back and absorb themselves in the memory. They can ask "where did the good feeling of achievement start in your body?" Then when the client replies stating something like "it started in my stomach." The therapist can follow this up with something like "it starts in your stomach." Then they can pause a moment for the feeling in the present to develop further before asking something like "and what happens next with that feeling?" This begins to have the client focusing on the feeling in the present, rather than just the memory. The therapist could then use anchoring to link the elicited feeling with a tone of voice or a touch so that it can be triggered later when the client is thinking of something where that feeling would be helpful.

The therapist can use all sorts of emotions and responses whether it is anger or resistance or lack of motivation or positive things like having a supportive family, being confident at playing a musical instrument, running a marathon each year, or a pleasant experience, whatever it happens to be. A therapist can channel a client's anger towards being angry at an addiction bullying them, or their resistance to do therapeutic tasks into resistance to doing the problem behaviours, or lack of motivation to having a lack of motivation doing problem behaviour, or having a supportive family could be used to help them develop a support network to keep them on track with the therapy, confidence playing a

musical instrument could have the confidence transferred to being confident public speaking, if the problem was licking confidence public speaking. The tenacity and ability not to give up and to run a marathon, which means they also have the motivation to do hard work of training for a marathon and are able to do something which at times will be unpleasant and push through and keep going because they know they want the end result, this can be channelled to help the client keep going, working hard and working towards achieving their goals. Most things that the therapist observes can be used to help the client. They will be communicating their way that things need to be done. So, a client with a problem they can't seem to overcome, but who runs marathons has the skills; there is something about the running marathons situation which allows these skills to be present, it is just a question now of how this can be transferred so that whatever it is they do to be motivated to run marathons can happen in relation to achieving their therapeutic goals.

An example of utilising the feelings from what a client has said:

Client: "I went out for a walk in the country the other day. It was so relaxing."

Therapist: "What was it you find so relaxing?" (Intentionally using "find" instead of "found")

Client: "All the different colours, the cool breeze, the feeling of the warm sun on my face." (The client has to become more absorbed – deepen their trance – in the experience to give more detail)

Therapist: "So, you see all the different colours, feel that cool breeze and the warm sun on your face." (Encouraging the client to become deeper absorbed in the experience they are sharing, but in the present rather than the past)

Client: "Yes." (Getting agreement because all I am saying is what I have been told. The agreement encourages further future agreement and has the client agreeing with going deeper into the experience they are having here and now)

You can anchor to link a resource with solving their problem, or you can encourage them to rehearse hypnotically utilising resources. Rehearsing hypnotically doesn't mean putting the client into a formal hypnotic trance, it means creating an experience in the mind of the client that is focused on what is helpful for them to focus on. With practice utilisation becomes easier, and resources begin to stand out as if they are marked with neon markers.

Almost everything the client says and does is right for helping to treat them. When I am doing therapy I constantly use what the client says and does to get them to where they want to go. I regularly tell them "that's right" or "mmm" or

do something that is acknowledging to them that they are doing the right thing to go into a trance or to quit smoking or whatever it happens to be.

For example, if someone comes to me for therapy and says "I'm too stressed to be able to relax and go into hypnosis." I'll tell them "That's excellent. All the best work is done with the clients that have some tension there. What I need you to do is just hold on to some of that tension for a while as we do this."

If a client says "You won't be able to hypnotise me because I'm too strong willed." I'll tell them "You're right I won't be able to hypnotise you, all I can do is guide you into a state of mind that gives you greater control over the inner workings of your mind and body. A state of mind that allows you to control your heart rate, your blood pressure, your breathing and many other processes, but it takes a strong-willed person to enter that state fully and completely."

One quick way to induce a trance is to have a person recall their problem (it is often likely to be trance inducing), like getting a smoker to recall smoking (or getting a craving), or a person in pain to focus on the pain (only this time in a non-attached way, focusing on its colour, shape, size, etc.), or a person that has OCD to discuss their OCD process, or someone with a spider phobia to recall the phobia, etc. The higher the level of emotion the deeper the trance the person will naturally go into when they recall it. You're always working with the trances you get; some people are just more responsive than others and so would appear to be better hypnotic subjects. Everybody is different; some people you can just look at them and say sleep and they will (if they know you do hypnosis and expect it to happen) go into a *hypnotic sleep*. Others would not respond in this way. A good hypnotic subject is likely to be able to perform a wide variety of hypnotic phenomena, but just because someone perhaps can't hallucinate, or doesn't visualise clearly in their mind, or whatever it may be, doesn't mean they won't respond well to therapy.

As Milton Erickson used to mention, in some cases he had to train people for some time to help them to be good hypnotic subjects (Erickson M. H., 1952). When you are hypnotising someone, you are looking for responsivity to what you say. If they happen to be great at any specific hypnotic phenomena then these can be utilised in the therapy.

Something to consider is that it can be helpful to notice when people enter naturally, drift deeper into trance. It could be for example, that the therapist has just offered an interpretation of a situation that the client hadn't thought about before and so they stare off into space while they consider and process what has been said and are updating their neurology with this new information. When the

therapist notices this they would want to give the client some time to finish this inner work. They wouldn't want to keep talking and asking questions and interrupting the client's natural flow. If they do talk to the client, they would want to lower their voice and be as unobtrusive as possible.

When utilising the problem itself all the therapist has to do is ask about the stages of the problem the client has and their trance will deepen around the pattern of the problem for them to access the information to tell the therapist. If the therapist asks the client about a leisure activity they enjoy, they will deepen their trance to go inside their mind to access this information, if they are then asked for more detail they have to become even more absorbed in the experience to access this information. If the therapist asks a client what colour their front door is, the client will deepen their trance and asking for more details, again, will deepen that trance further. Asking a client how they will know when they are better will again, may lead to the client going deeper into a trance narrowing their focus on this information. These are all small and simple ways of initiating a focusing of attention just by utilising aspects of everyday human experience and responsivity.

You can utilise past hypnosis experiences. It is helpful to find out if the client has had any prior experience with hypnosis, to find out what that was, whether it worked for them, what their thoughts are about that prior experience, how they were hypnotised, etc. If a therapist asks a client "have you ever been in a hypnotised before?" what they are doing is a double bind. This is because they have added the word *before*. If they ask "have you ever been hypnotised?", the client can answer "yes" or "no", if they add the word *before* it means before something, but before what? Before being hypnotised now? Before being hypnotised shortly? So, whether they answer yes or no they are accepting they will either go into hypnosis or are already hypnotised.

If they answer "yes" and it was a positive or therapeutic experience then gathering information about that prior hypnotic trance experience will quickly guide them back into a similar trance again yet it will appear like the therapist was just enquiring about that previous trance. If the therapist wants to still follow this line of questioning to induce hypnosis when the client has said that they haven't been hypnotised before they can just explain what it will be like to be hypnotised (using your hypnotic language skills) and start utilising the client's ongoing experience by describing this as part of what the experience of being hypnotised is like which will guide the client into hypnosis. Either way they are likely to enter a hypnotic state rapidly and be well on their way before they

know what is happening.

To work with an Ericksonian approach the therapist needs to let go of scripts and focus on being client-centred. It doesn't mean that between sessions the therapist doesn't write down ideas of things which could be helpful to cover with the client, like perhaps writing down some of the client's metaphors and writing down ideas for how these could be used, but they don't write down or use scripts directly with the client where they would be staring at a script and using the script rather than focusing on the client during the session.

I just wanted to share my experiences of stopping using scripts and moving on to hypnosis using observation, utilisation and a goal. When I first trained, all of my training was direct and all about using scripts. Courses would teach a handful of inductions which you would read to clients, they would give you a handful of therapeutic scripts to read to clients or recommend some books you can find scripts in to read to clients. There was no therapeutic knowledge taught in these courses. The expectation was that you would learn the scripts, then read an induction to the client followed by direct suggestions telling the client they will no longer have their problem and then tell them to exit hypnosis. I contacted every therapist in my area to learn from them, get their opinions and views on their success etc. and all the feedback was to buy lots of scripts and when a client tells you what their problem is, use a script for that, find out which induction script they want and use that and use a script for ending the therapy. I had a collection of over 500 scripts! Imagine sitting with a client and trying to remember which script I should use! I also felt it was wrong to just read in a monotonous voice from a sheet of paper and get paid for it and claim I knew what I was doing. They could buy a book of scripts, choose the ones that suited them best and audio record the script themselves for much cheaper than paying for therapy.

When I found out about Ericksonian Hypnosis, I realised what I should be doing, and it wasn't just memorising and reciting inductions and therapy scripts demanding clients will be problem free, it was tailoring the therapy and hypnosis to the client. I attended a two-day course on Ericksonian Hypnosis with Uncommon Knowledge in Brighton, UK. On the course we had to sit opposite someone and (like the TV quiz show catchphrase) 'say what you see'. This was fine and I was comfortable with this in the safety of a course where at least I knew I could do hypnosis and was already confident doing hypnosis, there were beginners that had never done hypnosis before. By this point I had also started 'ad-libbing' self-help tracks because I couldn't find tracks or scripts for what I

wanted to explore and had been doing hypnosis for about ten years but hadn't yet fully let go of my script crutches. I had learned about hypnotic language patterns and tonality and had been studying the work of Milton H Erickson, but I still used scripts with client because I thought I would not know what to say if I didn't have a *professional script* in front of me.

After the course I met up with a friend that was willing to be a guinea pig, I said confidently that I can now do hypnosis without using scripts (having only done this on the training course, and from some of my personal self-hypnosis tapes and CD's). I decided I would do a leisure induction with him and utilise his interests and times his mind has naturally wandered and utilise on-going behaviours that I observe in him. I asked him "in an ideal world where you could do anything, what would you do that would make your mind wander, that would make you lose track of time and really enjoy yourself?"

His response was "I would go back to Thunder Mountain" (apparently some water-ride in America?).

I thought to myself 'well I said I would use anything', so I did and he said it was the deepest trance he had ever been in and we got numerous hypnotic phenomenon and great success. I was nervous when he didn't say a nice warm beach or something like all the course participants had said, but I am glad that he didn't because it helped with my learning, development and confidence as a hypnotherapist and I have never looked back and now can't imagine using scripts with clients. The thing I learned was that you can't be wrong because you are given your script moment by moment by paying attention. If you expect the client to be hypnotised and so let your voice and breathing guide them it doesn't matter if you don't yet know all of the language patterns. You learn best by being uncertain at first rather than knowing it all then deciding to try it out.

An example of me utilising describing my own experience to induce hypnosis

"You know one of my interests is going on walks through the nearby woods. I'll spend hours just wandering along in my own world...feeling the breeze on your skin...I...begin to notice the sound of each footstep...time seems to just... slow right down...and I seem to be able to ...notice the smoothness of the movement of breathing, of each regular step, of individual sounds from the birds, the rustling of the leaves...noticing the shimmering rays of light...the warmth of the sun on my face...and as I continue walking I...notice how the breathing begins to relax and deepen all by itself...often I find my...muscles relaxing...around my shoulders, arms, neck and face...and before long it already seems like time to go

home..."

When a therapist talks hypnotically about an interest the client often finds it a familiar experience and so gets guided indirectly by listening to the description. I did this for one person (a hypnotherapist) where I challenged myself to see if I could hypnotise a hypnotist without them noticing I was hypnotising them. Part of what I did was said "you know I've always wanted to drive down America, see how things change on a journey through the States" and I went into detail about this imaginary journey in conversation and he was hypnotised in no time at all and didn't notice it happening, he just became increasingly responsive and started to drift into his mind.

I often tell hypnotherapists that they should start everything with agreement and then figure out how to move on from there. So, if the therapist doesn't get the response they are after, that is fine, the response they are getting is the correct one for this moment in time. This goes for therapy as well as when inducing hypnosis. I had a client who asked if her husband could sit in the session because she had never been hypnotised before and was scared about it. I was working with her to help her quit smoking. At the end of the session the husband said that he was surprised at how natural his wife seemed to be at all this, because she did everything right and got all the responses expected of her. I agreed that she responded to everything and was thinking about how she had barely responded as I had hoped to anything, but this was okay, she responded as was right for her from moment to moment. If I tried to get an arm levitation and the arm just sat there not moving I utilised this and said "or will that arm be so heavy it just rests there on your lap?" So, whatever happened I used as being the correct thing to be happening in that moment and linked it with the desired goals.

Goal

"If a client doesn't give the response that you expect then utilise what they do give you and acknowledge that what they are doing is what they need to do to achieve the desired goal."

Without setting goals you would have no idea of knowing when you have reached the time to end therapy. Without setting goals you also don't know exactly what the client needs or what to say to them about what they hope to gain from the therapy. The ultimate goal of therapy for the therapist is to try to get clients to a point where you never have to see them again, as quickly as possible.

Goal setting is a vital part of the process of effective therapy. You need to ask questions that establish what the client wants to achieve and how they expect it to impact on their life in the future. You need to use high quality information gathering to build up a picture of the goals that are required. These goals can then be used to focus your mind on what you need to do to help the client get what it is that they want from therapy. You have immediate goals of what the client would like to get during the session and from this session, at least one overall goal is the answer to "How will you know when you no longer have to see me again? What will life be like for you?" And within this there will be intermediate goals that are things which are the steps between where the client is at and where they want to be. Sometimes there are things which need to happen before the client is likely to be able to create the lasting change they want. For example, a smoker may need to learn relaxation skills, or how to be assertive, or some other skills or address some other issues, before being able to quit smoking for good. Goals need to be SMART - Specific, Measurable, Achievable, Realistic and Time-bound. They also need to be fully under the control of the client. So, it isn't a SMART goal saying "I want my child to behave.", because this is stating someone else's actions that they want to be different and only that other person can decide to alter their actions. A SMART goal may be "I want to be able to remain calm and keep to a clear message when my son isn't doing as I have asked." The therapist can ask a scaling question like "on a scale of 0-10, with 10 being that you are behaving in that way with your son all the time and 0 being the opposite, where are you now?" This type of question and related follow up questions will make it measurable. The therapist will be looking for visual, auditory and kinaesthetic answers from the client, often described as video-speak, so what would they observe if they were following the client around with a camcorder. If the client for example rated that currently they are at a 2 out of 10, then the therapist would establish what makes them say 2 and not 1, what is it they are seeing, hearing, doing, feeling that makes it 2 not 1. They would ask what would make it 3, so they now get from the client a video-speak description for 3. They can ask the client what number they would be happy with, given nothing is perfect. So, 10 is that they are always doing the desired way of handling their child. Often people will say 7 or 8. If they say 8, then the therapist can ask the client what an 8 would be like, how would they know they are at an 8? They can be asked "at what point would you feel you probably don't need my help and can probably continue to make progress from this point on your own?" This is an important question, because often beyond a certain point the client doesn't need the therapists help, for example, if someone wanted to lose weight there would be a point where all they are doing in sessions is

reporting their weight loss, there is nothing new for the therapist to help them with other than monitoring progress until the goal and the client may not need this. In the parenting example, the parent may have things pretty much under control and things could be generally going well with just a few blips, but they may be confident that they have the skills and knowledge now not to need to pay to see a therapist because all they need to do is continue to practice and keep doing what they are doing and they will reach that 8 out of 10 which they would be happy with. It could be that a 6 or 7 would be the point they no longer need to see a therapist. They may say at this point they would be happy just knowing they can see the therapist if needed, or if they can book an appointment for a month or two in the future to see that they are still on track and doing okay.

Once the therapist has the SMART goal that is about what the client will be changing and doing differently, then observations made can be utilised towards this goal and aspects of the goal or any of the stages which have been observed can be utilised. For example, if a parent said "just having one meal together as a family a week would move me from a 2 to a 3." Then the therapist can start working on what it would take for the family to sit down and have a meal together and at some point would set a task for the parent to commit to a day when that family meal will happen and have the family meal. As soon as the family has that meal this means the parent's rating will have moved from 2 to 3. This is a big step, sometimes there are small details which are easy to achieve that people describe as part of their description for a number on the scale. When something can easily be done these work really well to be utilised and set as tasks and when the client then starts doing these things that means they are already closer to the goal and will start rating where they are at higher.

As long as the goal is SMART then there is no reason why it wouldn't be achievable meaning that the therapist can take an attitude of expecting that the goal will be achieved, the only questions are how and when. I find this is one of the most liberating and helpful attitudes to have. As soon as I approached hypnosis as something inevitable for clients, it was just a question of how and when for them, hypnosis became easy, all of my questions were about observing the client and because of the expectation that they will become hypnotised (as the goal) I was just utilising whatever observations I had as curiosity about how and when. I think this is one of the most important attitudes to develop. If what you are told is something you have no doubt that the client can achieve or experience, then just be curious and focus on how and when they will achieve that, not if they might. This goes for hypnosis and therapy. If you can do this then your therapeutic practice and ease with which you approach clients and

your client-centred approach will significantly improve. You will use all of the hypnotic language patterns and various technique naturally whether you know them or not because they all come from curiosity and expectancy and just exploring how and when the client will be successful.

Pacing and leading

The idea behind nearly all hypnotic techniques is pacing and leading, you want to pace your observations of where someone currently is and then lead them to somewhere else. It can go from any point to any other point. The best linguistic techniques for this are compound suggestions and contingent suggestions and presuppositions. The first two use linking terms like 'and, before, during, after, while, as' these naturally pace and lead. The leap you make will depend on the individual and how big the gap is between where they are and where they want to be. For example, in therapy it could be:

"You've come here today to see me (pacing) because you want to see how I can help (leading but still likely to be true so not a huge leap, and presupposing I can help)"

"And you don't yet know how I'm going to be able to help you (pacing and presupposition) but you're probably curious to find out (leading)"

"Before I explain how I can help (presupposition that I will help) I wonder if you can tell me what you would like (linking being told with getting help)"

In everyday situations:

"As you go into the kitchen (pacing) could you flick the kettle on (leading)"

"You appear to want to continue shouting and ignoring me (pacing) and don't yet want to listen (leading - yet implies/presupposes in the future you will want to listen)"

To build rapport and good relationships you have to begin by pacing another person. Pacing is when you enter the other person's model of the world. It is like walking beside them at their speed. Too fast and they will have to hurry to keep up with you, too slow and they have to hold themselves back. Either way they have to make a special effort. The therapist is the one that should be making the special effort for the benefit of making the client relaxed and comfortable with them.

Once you have paced another person, and gained rapport and shown that you understand where they're coming from, then you can lead them. To pace the

client, you can either do matching, cross-matching or mirroring depending on the situation and which feels right for the circumstances. Trust your feelings, they will usually be right.

Matching is where the therapist does the same as the client, so if the client moves their right arm, so does the therapist. Cross-matching is where the therapist matches the client with something different, so the client moves their right arm, and the therapist moves their left leg. Or the client is tapping their foot, so the therapist taps a finger, or the therapist is watching the client's pulse and matches this with a foot movement. Mirroring is where the therapist is like a mirror of the client, so if they move their right arm, the therapist moves their left arm the same. The idea isn't to mimic the client, but to be similar to the client. There is nothing more annoying than someone copying everything you are doing. The idea is to be like the person, so if they use a specific type of gesture when they say something, or make a specific movement, then if you say similar or are thinking about similar things then you do similar. So, if the therapist asks a probing question and then the client sits back in their chair to think about what they have been asked, when a similar situation happens for the therapist where they think deeply about a question they have been asked, they would then sit back in their chair in a similar way as they think about the answer. So, it isn't about mimicking, it is about being similar to the client so that they feel like you share their way of processing the world.

PRIMING

Priming is presenting ideas to stimulate patterns. Milton Erickson used to call this seeding. He would talk about seeding ideas to allow the idea to develop before needing it (Zeig, 1980). We have covered priming significantly already in the first *Hypnotherapy Revealed* volume: *Introduction to Hypnotherapy*, but it is covered here a little more because it specifically comes into something that Erickson used to do a lot of as part of the Ericksonian approach. An example of priming would be if a therapist wanted to get an arm levitation they could present ideas about levitation, lifting arms, and automatic movement, and then when they actually go to elicit the arm levitation the neural patterns for levitation will already be active. It could be that they talk about things like a child feeling the overwhelming urge to want to get teachers attention when they know the answer to a question in class or trying to get something down from the top shelf in the kitchen cupboard. If the therapist would like the client to think about their relationship with their father then they could talk about relationships and childhood and their own father, all of which would make the client think about their father.

Priming is like booting up computer software in the background so that when you need it the software opens once you click on it, rather than not booting it up in advance and then turning it on when you need it and then having to wait for ages for it to load before you can use it. In priming research people presented with stereotypes take on their understanding of some of the traits associated with those stereotypes. When people see things associated with the stereotype for glamour models, they do worse on IQ tests, when people see things associated with the stereotype for scientists, they do better on IQ tests. When people see things associated with the stereotype for children they increase in apparent fitness and reaction times and can walk faster for example, and when people see things associated with the stereotype for elderly they decrease in fitness and reaction times and walk slower for example. When people hold a warm drink the pattern for warmth is stimulated, meaning if they are then asked how much they like someone they generally answer more favourably due to feeling that they warm to the person. When people hold a cold drink the pattern for cold is stimulated, meaning if they are then asked how much they like someone they generally answer less favourably due to feeling cold towards that person. We talk about warm-hearted, warmed to them, cold-hearted, they appeared really cold. These metaphors are part of our language and can be primed through language and physically. Priming is complex. Take cold for example, being

presented with a cold drink may prime for coldness and if that person is then asked to rate how friendly someone is while they are primed with coldness they may rate them lower. If it is a really hot day and someone is given a cold drink to hold they may feel pleasure in holding that cold drink which may prevent the coldness prime working. Likewise, if they are snuggled up in a tent with a loved one when it is cold outside and they are a little chilly in the tent, you would think they are primed with coldness, but there is a lot of other things going on which probably have more influence, like the meaning behind the experience and perhaps they also feel love towards the other person in the situation as they share the experience.

HYPNOTIC LANGUAGE PATTERNS: THE AGREEMENT SET

Pattern of agreement

The agreement set is probably the most basic class of hypnotic language pattern. The aim of it is to get agreement with the client. The therapist is aiming for a pattern of agreement that begins to be habitual agreement so that the client becomes more likely to continue to agree.

For example:

Therapist: "So, your name is Dan"

Client: "Yes"

Therapist: "And you live at... (stating the client's address)"

Client: "Yes"

Therapist: "And you booked the appointment about a week ago"

Client: "Yes"

Therapist: "And you said you wanted help with anxiety"

Client: "Yes"

Therapist: "And you're not seeing a doctor currently about that anxiety (assuming you know the answer is no)"

Client: "No"

Therapist: "Thank you, so let's see what we can do about the anxiety. You're sat in that chair, listening to me speak, probably curious about what I am going to say"

Client: "Yes"

What each of these statements has in common is that they get agreement from the client. I have written them here with responses, but it could just as easily be implied agreement responses, so the therapist could be *talking to themselves* about the facts on the referral form and not to the client. So, they ask the client to take a seat and then they get the referral form out and start reading through it to themselves, not directly to the client, just saying to themselves "so your name is Dan, you live at…, you booked the session a week ago and said that you want

help with anxiety." The therapist may not look up from the page the whole time they say this. The client may not verbalise answers but will still be agreeing with them in their mind, and still building up a pattern of agreement. Once this pattern of agreement has formed the therapist can offer leading suggestions and these are more likely to be accepted by the client.

Truisms

Truisms are at the heart of many of these hypnotic language patterns. A truism is a statement of fact, it is undeniable. If a client is sitting in a chair and the therapist says "you are sitting in that chair." Then this would be true, and so would be a truism. If the therapist says "you are wondering what I am thinking." This isn't a truism unless the therapist knows this for sure somehow. It may be true, but if the therapist doesn't know it to be true then it may also be false. Generally, most of what a therapist says they want to say because they already know it to be true. These would often also be pacing statements. If the therapist is going to say something which may not be true, it is best to have gained a pattern of agreement first and then initially introducing things which could be true. So, it could be true that the client is wondering what the therapist is thinking. It is less likely to be true that they see a dog sat at their feet (when you know there is no dog at their feet). Yet, later in a session when perhaps the therapist has elicited some smaller level hallucinations, the client would be more likely to accept a suggestion that a dog is sat by their feet.

In my example above, I ended with a leading suggestion which may not be true. They may not be curious about what I am going to say. Because I will have gained a pattern of agreement by the time I suggest that, there is an increased chance of it being correct. Because I say "probably" I am not saying they definitely will be thinking that, so if they aren't it shouldn't impact on the flow of the session too much, but the likelihood is that they will just follow it, even if they actually weren't curious until I suggested that they might be.

Yes set

The *yes set* can help with verbal pacing and leading. If you get the client to say or think "yes" a number of times they become more likely to continue to respond with a "yes" response and because the conversation is all agreeable they feel more understood which paces them and makes them easier to lead. There are many children's games like this, like Simon Says (the game where you have to do what Simon says, but not do what is said if the person giving the suggestions didn't say "Simon says" before the suggestion), where you say something over and over again "Simon says... Simon says... Simon says..." and

then you get told "sit down." Without "Simon says" and many people will automatically sit down and most of those who don't sit down will hesitate a moment and will have felt the urge to follow the suggestion because they were in a pattern of following what was being said.

The best way to guarantee a 'yes' and improve rapport is to ask what you know to be true as you continue to gain rapport then lead with an attached statement or suggestion.

For example:

- "You are sitting in that chair"
- "You've come here today to see me"

These statements can only lead to a yes answer if they are true which means that you are increasing rapport, because rapport increases with agreement and understanding. It also builds up a response potential. It gets harder to disagree when you have been repeatedly in agreement.

Don't make all the answers verbal "yes" answers some of the answers elicited should be implied yes answers.

For example:

• "You look like someone who wants to get better?"

It is increasingly hard to disagree when you have been agreeing to many questions. One easy way of getting agreement is to feedback what the client says. It sounds like you are clarifying but you are getting agreement.

For example:

Client: "I don't know what's wrong with me."

Therapist: "You don't know what's wrong with you..."

Client: "No." (It is a *no* answer, but this no means "I agree")

Reverse yes set

The reverse yes set is the same as above but always getting "no" answers. By using a mixture of the reverse yes set, the yes set and implied agreement, you can break up the questions. If you ask too many questions where the person is just saying "yes" or just saying "no" every answer, this doesn't flow or seem natural and can feel to the client like the therapist is trying to manipulate them.

The answers are still all agreement

- "So, you're not standing up"
- "And you didn't drive here this morning"
- "And you wouldn't expect to go into hypnosis before you were ready"

All said assuming the therapist knows the answers to these questions already so that they are true statements (truisms).

If the client shakes their head when you want agreement start shaking your head subtly also to create behavioural rapport then merge it into a nod.

HYPNOTIC LANGUAGE PATTERNS: LINKING SUGGESTIONS

Direction

Linking suggestions are suggestions that build on each other. They link things together that may not always be connected in reality; making it seem like because one thing has happened or is true the next thing should also then happen or be true. Linking suggestions build on the agreement set and like the agreement set, they are best done using truisms as the core of what you are doing.

The two main types of linking suggestions are compound suggestions and contingent suggestions. With compound suggestions, often the linking is done with an "and" or with a pause and the first part is usually a truism *pacing* statement whilst the second part doesn't necessarily have to be true but it leads on from the previous statement. To start with it is often best to use pacing and leading truisms. Sometimes this can just come down to wording. If a therapist says "you will relax", this might not be true. If they say "you can relax", this is true, everyone can relax.

Whereas with contingent suggestions often the linking is done with time-based words like "before, during, after, as, while". Again, they often start with truisms and then lead the client in a specific direction (pacing and leading). Another pattern that can be used is "don't...until" which works well for people that are more likely to be resistant because you as the therapist then state the negative before the client does, often preventing them from saying it. For example, if a client was doing the opposite of what the therapist was suggesting, or they had a "yes, but" attitude where they challenged everything and felt nothing would work, then if the therapist says "don't go into hypnosis until you are ready." The implication is that they will go into hypnosis and that this will happen when they are ready, but that there is a chance of them going into hypnosis before they are ready so they are being told not to do this but to wait until they are ready. Most clients who are polarity responders, people who do the opposite of what they are told, will often then go into hypnosis quicker because they were told not to until they were ready. Those who respond negatively to everything, who may say they can't be hypnotised often accept this suggestion. The client says they can't be hypnotised and the therapist replies with "that's okay, don't go into hypnosis until you are ready", changes it from the client having their black-and-white

viewpoint of not being able to be hypnotised, to, they won't be hypnotised until they are ready. This now just makes it a matter of time, not whether it is possible or not.

Compound suggestions

Compound suggestions are suggestions where you are pacing and then leading suggestions onto each other, building on the previous sentence (pacing is where you match the client's model of reality and state what you know to be true for the client; leading is where you add on something extra for the client to follow even if it doesn't really connect with what is paced). This is usually done by starting with pacing observable truisms then leading towards the response you want. The idea is to give a statement followed by a suggestion as if they are really linked together. By giving sentences linked to previous sentences you are compounding one suggestion onto the next and so deepening the effects.

One part compounds onto the next. Link these suggestions with 'and' or a 'pause'

For example:

- "Look at that spot and I will talk to you." (Pace and then lead)
- "While you look at that spot (pacing), I will talk to you (leading)."

Use truisms or statements then lead with a suggestion or further truisms or statements

For example:

- "You can listen to my voice (pacing and linked to previous sentence in the last example), and you can hear other sounds (leading)."
- "Some sounds evoke pleasant memories (pacing, linked to the previous sentence and a truism) and you can be interested to discover what images are associated with those memories (leading)."

Use a number of suggestions together one after the other linking them all to guide a client from where they are to where they want to be.

For example:

- "You can look at that spot (pacing) while I talk to you (leading)."
- "While I talk to you, you can listen (pacing) and you can begin to get a sense of how you will know when things start to improve in the future (leading)."

 "And I don't know which improvements will happen first (pacing) and you can relax a little deeper as those improvements come to mind (leading)."

Example compound suggestions:

- "You can look at me and begin to relax."
- "You can relax and think of pleasant memories."
- "You can be thinking of those pleasant memories and wonder what you can learn from them."

As you may have noticed above you can also use compound suggestions to guide people from external reality to internal reality. So above I started with what I could see (they are looking at me) which also means they are focusing externally. Then I mentioned they can relax which begins to focus them internally. Then thinking of pleasant memories which focuses them deeper on an internal reality and less on external reality. Then finally had them wonder what they can learn from this which increases the focus on having to now find something to learn.

Compound suggestions can overlap. Generally, it is a truism followed by a suggestion; this can be from observable to non-observable, out of trance to in trance, etc.

For example:

- "You can sit there and read this writing."
- "You can read this writing and let thoughts come to mind."
- "Those thoughts can come to mind and some can be of pleasant experiences."
- "You can be aware of those pleasant experiences and become more absorbed and relaxed."

One thing I did when initially learning this and all of the other language patterns and structures was to listen to conversations (in real life and on TV) and look out for specific patterns.

In work, lots of times people would say things like "Your shift doesn't finish for another hour, does it? Can you go get the paperwork up to date?" Implying because the shift doesn't finish the person can do the paperwork although there is no real link between the two.

In ordinary conversation people don't often work from observable to nonobservable, or from not in a specific trance to in a specific trance (some good communicators do). Normally it is just truism-suggestion, sometimes they can be linked but most people don't realise they are doing it so just use single sentences.

Another one could be:

• "You know where Johnny is? Can you call him for tea?"

In sales

- "Take a look at this phone; it meets all of your needs."
- "You look like someone that likes making good decisions; this is the TV for you."
- "You want the Big Mac Meal, and that is large." (Question said as a statement)

On TV

- "The question is shown on the screen; phone in if you know the answer."
- "It's the end of the show; enter this competition to win £5000."

What I am doing here is writing these keeping them as much as possible to just a single language pattern, so the sentences don't necessarily all sound as natural as they would if you say them mixing language patterns.

Contingent suggestions

Contingent suggestions make one part of the suggestion contingent on the other. One part happens because of the other part of the suggestion. In reality the two parts don't have to link, it only has to sound like it links. You can link unrelated sentences and make them seem related. You usually link one part to the other with an active term like 'as, during, while, before, after, when'.

For example:

• "Take a look at this book as you think about what you want."

You can work from conscious to non-conscious or from observable behaviours to non-observable behaviours, or from external reality to internal reality, or you can simply work from a truism then link with a statement.

An example for problem solving might be:

• "When you see someone smoking, you can think about how good

you feel that you moved on from that old behaviour."

As with the compound suggestions you want to pace and then lead

- "As you're sitting there with your legs crossed, your mind can begin to wander."
- "Don't allow the eyes to close until your unconscious mind lets you try to lift your hand."

Example of contingent suggestions:

- "You are reading this book as you hear your internal dialogue."
- "As you hear your internal dialogue you can be curious about what you will be learning."
- "Before that curiosity can deepen into unconscious learning you can read to the end of this chapter."
- "Don't let full unconscious learning happen until you have finished reading."

Some examples of contingent suggestions you may hear in everyday situations:

- "You don't have to brush your teeth until you're about to go to bed."
- "When you go to the shop remember to get some milk."
- "Wash your hands before you eat dinner."
- "I'll read you a story when you're in bed."
- "You can have chocolate fudge cake after you have finished your dinner."

Contingent suggestions make one part of a sentence contingent on the other. The way to word them is to ideally have the contingent part as a non-conscious process. If it is non-conscious the client can't say "no" when the behaviour it is linked to is true and happening.

- "As you blink in that special way you can become more absorbed."
- "As you breathe out you can relax deeper."
- "As you look at me, you can also be aware of certain thoughts that come to mind, as you become aware of those thoughts you can wonder what is happening in those hands, as you wonder what is happening in those hands you can notice that one hand feels different from the other..."

All of these pace and lead and all start with a truism, the first person is blinking, the second person is breathing out, the third person is looking at me. The contingent parts are all out of conscious control. Becoming absorbed, relaxing deeper, having thoughts, wondering what is happening in the hands, hands feeling different from each other. Nominalisation obviously helps here with the leading parts.

HYPNOTIC LANGUAGE PATTERNS: PRESUPPOSITIONS

Presuppositions work like post-hypnotic suggestions. As you are repeatedly presupposing specific outcomes you are setting up future responses. If the responses that are being set up are associated with a behaviour that will definitely happen then this also increases the likelihood of the suggestion being followed.

Presuppositions are where you presuppose an outcome using terms like when, after, while, during, as, before. They are useful for making someone think along certain lines and can also be useful for setting up ideas for the client to think about which builds up a future of having that outcome. Sometimes immediately directly presupposing can seem too intrusive or pushy. Sometimes it can be better to start a sentence in a way that sounds harmless. Like starting a sentence with the word *would* or starting it applying to a third party.

Some examples of presuppositions:

- "Have you ever been in a trance before?" (Before the one they are in/going into)
- "While your unconscious mind works at creating the changes that you desire you can begin to relax." (While implying that this is happening)
- "What would it be like if you discovered that when you wake up tomorrow that old problem is gone; what will be the first thing you notice?" (Starting non-threatening with "would" then moving to "when" implying that the problem will be gone and "will" implying there will definitely be things to notice)

Presuppositions are just where you imply something without saying it (like saying "try not to forget what I say" which implies it will be difficult to remember and so probably will be forgotten, or "have you been in a trance before" using "before" implies either before the one they are in now or the one they will be going into).

Presuppositions are where you are making an assumption that something will be happening. This can be done overtly or covertly. For example, if you say "How would you like to go into a hypnosis today?" You are implying the client will go into hypnosis. You are expecting it. All you are asking is how that will happen

not whether it will happen or not. With this specific question there is a chance that they could interpret the sentence literally and say that they would or wouldn't like to go into hypnosis today. The therapist is being curious about the how or when rather than whether something will happen. Presuppositions are a great way of keeping focused on curiosity. The therapist is assuming that change is inevitable, or success is inevitable. The only question is how and when. It is a question of when something will happen, not whether something will happen.

HYPNOTIC LANGUAGE PATTERNS: VAGUE LANGUAGE

Nominalisations

Using words which are non-specific lead people to have to search internally for meaning (trans-derivational search). This makes those non-specific words sound meaningful to most people as they find their own meaning. It is useful to use nominalisations and other vague words and terms regularly, especially where you don't know something. They are words that the person has their own meaning for.

Nominalisation is using words with no fixed meaning like:

Curious, wonder, development, relaxing, explore, resources, pleasure, excitement, enjoyment, discover, fun, relax, meets your needs, satisfaction.

Negative nominalisation can be used as a way of describing the problem even if the therapist doesn't know all the details, if they use the term anxiety the client will know what they are talking about even though the therapist may not really know what it means to the client. If the therapist then talks whilst leaning to look behind the client whilst mentioning anxiety, for example, and put it in past tense by saying something like "the old anxiety" can place the problem in the past. They can also alter the meaning of a nominalisation, so they could start with anxiety and the client's meaning and begin to reframe and alter the meaning of the nominalisation so that when the client thinks of anxiety it has a different meaning to them now compared to the meaning it had before the session. I worked with an alcoholic. He kept saying it is his addiction. This was how he phrased it. He had his own meaning for what he meant by the phrase "it is my addiction". I ended up reframing the idea of addiction as being bullied and pushed around and compared it to an abusive relationship. Following this, when he would talk about it being his addiction he would think about it as him being bullied and in an abusive relationship and he would get angry at the thought that he was letting himself get bullied and abused which motivated him every time he thought about it to take action against it. Weeks later he was proud to tell me he was no longer a victim to his addiction. Or the therapist could begin to change the nominalisation used and start using a different one, building up different meaning for this nominalisation and for the problem. For example, if someone is talking of being in pain, the therapist may bring in the term discomfort rather than the word pain as they talk about the pain, so that they begin to use the word

discomfort, or identify with the word discomfort (which has 70% of its letters spelling comfort). I used this for a client in pain. I began using the word discomfort rather than pain, they gradually started following along with this using the word themselves when talking about the pain, then I explained how 70% of discomfort is comfort which had multiple meanings. It is a truism, 70% of the word is the word comfort, but in relation to them now thinking about their pain as discomfort I was saying that 70% of that discomfort was comfort which led to a decrease in the experienced pain.

Another area with therapeutic nominalisations, is building your own context through the links between the nominalisations. If *development* was used with talk of business the meaning of development to the listener is more likely to be in the context of business and it could be good or bad. If *development* was used in the context of "what is happening now?" then it is more likely to bring up meaning in this context and *development* in a personal coaching session is likely to have the person assume it is associated with their personal development.

The context the nominalisation is given in impacts on the meaning of the nominalisation.

"New developments are happening in the business, there will be organisational changes and improvements taking place."

"New developments are happening in your life, and these may lead to organisational changes and improvements taking place giving you more time for yourself."

"New developments are happening inside your mind, and you can wonder how those organisational changes and improvements will take place."

Suggesting direction but not the way

Nominalisations can be used to aid the client non-consciously to begin to spread change to other areas of their life. For example, I had a single therapy session where I worked with a woman that over the phone said she wanted to quit smoking then came to me and said she wanted to lose weight and stop drinking cola and quit smoking. I asked which one of these was most important to her. Quitting drinking cola was what she expected to find hardest and was most important to her. I helped her with this issue whilst dropping in nominalisations and non-specific ideas for change in other areas to also occur. She lost about a stone and a half in less than three months, cut down on smoking and had no problem stopping drinking cola with no side effects. My aim was to promote a way for her non-consciously to spread change and apply the therapy to all these

areas, not just the area I was mainly focusing on helping her with. Asking things like "You can be curious to discover what other changes occur." A sentence with no specific meaning other than the one the listener places on it and it doesn't give any direction or content as to what is expected other than change. Given in a context where all change that is happening is positive the expected change is also likely to be positive.

Using vague language during inner experiences

When people are entering hypnosis, or perhaps are following along to an induction, one of the most jarring things a therapist can do is to suggest something that doesn't match the experience the client is having in their mind. When hypnotising people or guiding their inner experience the therapist can talk about "I wonder whether there are any clouds in the sky and what they look like?" This statement is vague, if there aren't clouds in the clients' inner experience that is fine, if there are and the clouds are stormy, that is fine, if there are light wispy clouds that is also okay. If the therapist says "and you can see that clear blue sky" they may be wrong, the sky in the client's mind may be dark and stormy so this suggestion can be jarring and can interrupt the flow of their experience. If the therapist knows information, like if the client has said about a stormy sky, then this can be said specifically as the therapist knows it is true. If the therapist doesn't know then it is best to be curious about what the client is experiencing, like I mentioned above about clouds. If the therapist wants something specific in the clients' experience then the therapist can suggest the discovery of it rather than directly saying it is there, like saying "I wonder whether (or when) you will notice the stream and when you become aware of that stream just take some time to drift deeper into the experience." By being curious the therapist is guiding and narrowing the client's attention on having them noticing what their own inner experience is, without dictating to them what they have to experience.

Naturally hypnotic language

Using vague language is naturally hypnotic. When vague language is used clients have to find out what the therapist is talking about. To do this they go on an internal search for meaning to create their version of what the therapist is saying so that they can understand it. An everyday version of this is politician speak, for example; "You have all come here today to listen to what I can do for you and I will make all those changes to education you know need to be made, I will make those big decision, those tough decisions, doing what the other party has failed to do, because it is what you want, it is what we want, and it is what is

right."

None of this means anything, but at the same time it means almost everything. Every listener that cares about education and feels that there are certain tough topics that never seem to get addressed with assume that the speaker is talking about those issues.

Multi-level communication

By using vague language, the therapist can talk about a range of different topics and keep bringing up the same vague terms or terms with multiple meanings as a way of getting certain ideas across. The therapist can seem to talk about how a gardener knows when it is time to harvest vegetables from the vegetable patch, and then talking about how a singer knows how to breathe correctly for any given song and actually be mentioning how the client can relax in situations that previously made them anxious.

A Collection of Positive Nominalisations & Ambiguous Statements

- Express the true you
- Positive qualities
- Purpose
- Meaning
- Following your heart
- Self-realisation
- Self-discovery
- Authority
- Leadership skills
- Top dog
- Management qualities
- Taking opportunities for success and achievement
- Use your strengths to achieve success
- Charisma
- Respect
- Love
- Connection

- Special feeling
- Community
- Togetherness
- Meaningful

HYPNOTIC LANGUAGE PATTERNS: BINDS

A bind is where you offer more than one choice with the same outcome. For a bind the choice can be consciously chosen. You give people illusory conscious choice. They can pick which response they want to follow. They also have the option of rejecting all choices.

For example:

• "Would you like to sit in the left or the right chair to go into hypnosis?" (Implication is whichever chair they chose to sit in they agree to go into hypnosis)

Binds are of great use to therapists because as they appear to offer choices they make the client feel that they are in control because they are choosing while the whole time all choices only have one outcome. If the therapist uses a double bind they presuppose one direction whilst the client thinks they are always making the choices.

Illusion of choice

All binds offer an illusion of choice. The therapist is offering different options that lead to the same or similar outcomes. What clients focus on is the choice point, not the implication, or outcome. If the therapist suggested "do you think the left hand or the right hand will lift as you go into hypnosis, the client's attention is focused on which hand they think will lift, and they can even say neither hand (and this response can be linked into the double bind), yet all the responses lead to a single outcome of going into a trance. The question is about which hand they think will lift. Not a question of whether they think they will go into hypnosis. If they say they think the left hand will lift, they are saying they think it will lift as they go into hypnosis. If they say they think the right hand will lift, they are saying they think the right hand will lift as they go into hypnosis. If they say neither hand will lift, they are saying neither hand will lift as they go into hypnosis. What isn't in question is that they will go into hypnosis. The only question is whether they are right or wrong. They may say the left hand and the right hand might lift, or both hands may remain stationary as they go into hypnosis and so they may be wrong about their choice of hand, but this doesn't change the outcome.

Consciously answerable binds

A bind on its own is consciously answerable. If a therapist says to a client "do

you want to sit in this chair or that chair to go into hypnosis?" The client can decide about which chair to sit in to go into hypnosis. They can also refuse to sit in either chair, in which case they won't be going into hypnosis.

Double binds

Double binds are a class of language pattern where the therapist offers choices to the client but it doesn't matter which choice they follow the outcome will still be the desired one. With double binds the outcomes are often non-conscious so the client has little chance to sabotage it, and the bind options are more about noticing, or discovering rather than actively choosing the goal. Whereas a bind is a conscious choice which can easily be sabotaged.

Bind: "Do you want to sit in this chair or that chair to go into hypnosis?"

Double Bind: "I wonder whether you will sit in one of the chairs, stand up or do something different as you go into hypnosis?"

The bind can be ignored by standing up or lying on the floor or just flatly deciding "I'm not going into hypnosis."

The double bind leaves it open for almost any response to occur for the person to enter hypnosis. "Do something different" could mean almost any response; and "as" being used instead of "to" means it is going to happen the question is what will they be doing whilst hypnosis is developing.

Some more examples of double binds:

- "I wonder whether you will you go deeper into hypnosis with the sound of my voice or the spaces between my words?"
- "Which hand do you think will lift as you enter hypnosis or do you think neither hand will move?"
- "Do you think that left hand will get warm first or will it be the right hand?" (Implication is that one hand will get warm then the other. They can say which hand they *think* will be the first to get warm. They could be right or wrong. All they are asked is for their opinion on what response they will give first)
- "I wonder whether you will go deeper into hypnosis with the sound of my voice, or will it be with each out breath that you take?" (Implication that they will go deeper into hypnosis; and that they are already in hypnosis. They have to wait to discover if it will be my voice or their breathing that takes them deeper)

The outcome is to get a non-conscious response

- "You can forget to remember the things you forgot or remember to forget the things that you remember." (A double bind for amnesia)
- "You can be curious about a rigidity in that arm without being aware
 of it, or aware of the rigidity in that arm without paying it any
 attention' (A double bind for catalepsy)
- "I don't know whether you will see what isn't there, or believe that you see it without being able to see them?" (A double bind for hallucinations)
- "I don't know whether you will discover an hour of hypnotic time can seem like a minute, or you can discover a minute of waking time can stretch into an hour." (A double bind for time distortion)
- 'I don't know whether you will drift back into a pleasant memory unaware of the future, or discover yourself in the memory curious about what the future holds?" (A double bind for regression)
- 'You can be aware of that hand unaware that it is yours, or know it is your hand but be unaware of it." (A double bind for anaesthesia)

Selection of examples of different types of binds

- "I don't know whether you will decide not to stop smoking until the end of the session or decide to stop smoking before that."
- "It's easy to forget how easy it was to remember that you smoked, while finding it hard to forget how easy it is to remember many happy memories."
- "I don't know whether your unconscious mind will keep your mouth closed if you try to smoke, or if you try to put a cigarette in to your mouth you will discover that it won't open."
- "I don't know whether you will enjoy life more because you no longer smoke or whether it will be because you have cleaner lungs?"
- "Will the memory that comes to mind be a motivated one or will it be a memory of high motivation?"
- "Will you maintain a cleaner and healthier lifestyle to prove to others how capable you are or will it be to prove it to yourself?"
- "You may get a temporary craving over the next few days, I wonder

whether it will be your extra energy that fills that craving or will it be that smile that is showing your pleasure you have because of your success?"

- "Will you decide honestly and unconsciously to show people that you are proud of whom you are or show them that you are proud of whom you have become?"
- "I wonder whether you think that you will be aware of making that unconscious choice to permanently stop smoking now or whether it will just happen without your awareness?"
- "There are times you can remember when you forgot what you tried to remember, there are also times you can remember when you forgot what was in your mind only seconds ago, remembering that you forgot to try to remember what it was that you forgot, like now finding that you remember you will forget if you try to remember but knowing that you have forgotten what you didn't try to remember, forgetting why you're even trying when you know you will just forget everything that I have said but knowing it is not forgotten unconsciously."

There are many types of double binds. If you learn what is in this chapter and follow the fundamental principles you will automatically be doing the different double binds. Once you feel confident with the Ericksonian approach it can be worth exploring the language patterns further to help to refine your skill and enhance your knowledge. There are double disassociation double binds, conscious-unconscious double binds, reverse-set double binds, time binds, and non-sequitur double binds (Erickson & Rossi, 1976).

HYPNOTIC LANGUAGE PATTERNS: COMMANDS & SUGGESTIONS

What are commands and suggestions?

My view is that commands are telling someone what to do or having authority over someone, whereas suggestions are giving ideas or saying something in an indirect way. Commands can seem more assertive and so if someone isn't keen on being told what to do they may not like it and may not respond well to the command. Whereas suggestions can feel more comfortable as the therapist is offering ideas about how something can be done and not necessarily telling someone how to do something. They may also be more indirect and so be giving a fairly direct idea but in an indirect way to allow the person to do things their way rather than the therapists.

Direct commands

When offering direct commands, a therapist will directly tell clients what they are to do, when and how and what they recommend the client does.

Indirect commands and suggestions

These are a part of the Interspersal technique. Marking commands or suggestions as separate from the sentence with either a tonal shift or maybe by pausing before and after the command or with a specific gesture or movement etc. This causes a pattern that the non-conscious picks up on and responds to.

For example:

- "Some people find they...*relax deeply*...in the shower other people find they...*drift into a dreamy state*...when they are in the bath." (Indirectly suggesting *relax deeply* and *drift into a dreamy state*)
- "I don't know whether...you will discover...that...you relax deeply...as you listen to my voice...or whether ...you will discover...that...you become more fully absorbed in your internal experience with each out breath..." (Indirectly suggesting you will discover, you relax deeply, you will discover, you become more fully absorbed in your internal experience with each out breath).

Embedded commands and suggestions are where you are marking out a part of the communication for the client to pick up on and respond to non-consciously. This could be done with a gesture, with a head movement, with a tonal shift or a touch. As long as the marking out is done consistently the client will non-consciously pick up on it.

Some example of embedded commands could be:

- "Someone asked the other day how…you go into hypnosis…I began explaining to them the process of how…you go into hypnosis…I explained that firstly the client will be looking at me while I talk to them and probably won't notice at first how…the breathing begins to slow down…and as they…begin to relax…I continue talking to them and they…go into hypnosis easily and effortlessly…"
- "I remember travelling on a plane and discovering how high up we went...it was so difficult not to just...*close your eyes and fall asleep*...with the sounds in the cabin and the lights turned down...I couldn't help myself...*drifting off*..."

Embedded commands are used positively and negatively in everyday situations For example:

Doctors or dentists telling you "this will hurt".

People telling children "you're never going to amount to anything, you're rubbish at maths" or "one of these days you're going to get hurt doing that".

Doctors telling the patient "the problem will last for three to six weeks".

To children "you're going to be so successful when you grow up".

Analogue marking is the process of marking out suggestions, ideas or communication; this helps the therapist to offer communication that is multi-layered. The client generally will consciously follow along to the bigger picture, to hearing the whole communication, while non-consciously they will recognise the patterns being conveyed in the communication.

It is important to be continually allowing communication to both the client's conscious awareness and to the client non-consciously. Analogue marking allows the client to consciously follow along to the communication whilst non-consciously they are aware of the marked-out sections. Because the client non-consciously notices these sections and consciously doesn't, it is like they receive two different messages. I often do this by telling stories or metaphors that the client can consciously listen to while they non-consciously responds to the patterns in what I am saying and also to any sections that get marked out (a form of analogue marking is embedded commands/suggestions).

The *My Friend John* technique developed by Milton Erickson (Erickson M. H., 1964) is a good example of this used in trance induction. It also happens in everyday life, you get people that say "I told him...*I'm really annoyed at the lack of respect you show me...*" As you hear someone talking directly at you like this it can feel like it is aimed at you, it creates feelings in your body as it affects you on a deeper level even though logically and consciously you know they are not talking about you (although they could be using this technique, and so they are talking about you, and they are hiding the message in a story to indirectly tell you they are annoyed at your lack of respect).

If ideas and suggestions are given indirectly (via analogue marking for example) then the client is highly unlikely to consciously notice, so it will only be received non-consciously. If the suggestions were given directly then the client may consciously become aware and may in the future sabotage the work. When I want to educate someone in therapy and feel that they probably don't see that they don't know what they don't know I do it indirectly. Often by telling them I'm not going to tell them because I am there as a therapist and they have come to me for help there is a high chance that they expect me to know what I'm talking about so if I don't give them reason to challenge me then often what I say gets accepted.

As an example in smoking, some people think they know the risks of smoking but don't really, they only know the common few things that get plastered over the media. I want them to understand some of the other issues that they have perhaps never really thought about or considered, but I don't want to lecture them or to have them defend why it won't happen to them (I don't always feel this is necessary, it is client dependant). I will often say "I know you know all the effects of smoking, so I don't need to tell you that 50% of all smokers die of a smoking related illness...etc." Then I tell them what I said I wasn't going to tell them but the way it has been introduced means they rarely challenge what I am saying.

To make embedded commands as effective as possible the most important thing is to do them so that the client doesn't consciously notice and to be consistent with how you do the commands so that the client can non-consciously pick up on the pattern.

Every person is different. Talking quickly can cause confusion and allow you to embed commands and use language patterns then move on before they have time to analyse it. Or you could talk with a broken rhythm or even just talk *normally* but add emphasis to the words you want to embed with either a movement,

gesture, look, tonal shift with your voice or any other marker that can be picked up non-consciously by the client.

If you use shock or confusion inductions or techniques, you want to give clear direct suggestions so using embedded commands at these times isn't often the best approach at because the client will come out of hypnosis before you've used enough for them to notice the pattern. Following a shock or surprise induction you want to give them an escape from their confusion. To do this you need to give clear suggestions like saying "sleep" followed by continuing to give clear communication, like saying "that's right, now just allowing yourself to go deeper and deeper into hypnosis... and I don't know how you will choose to go deeper, whether it will be with each out breath or with the words I say or with the spaces between my words..."

HYPNOTIC LANGUAGE PATTERNS: METAPHORS

Telling stories and anecdotes either mirroring the clients' situation, laying down a useful pattern, seeding or priming something for future work can be really effective in therapy. The therapist can set up a specific emotion with a metaphor or perhaps use client's comments or metaphors for rapport or use metaphors to lay down patterns non-consciously in the client. A story about circling a fort held by an evil invader, not letting food or water get in to the fort and not letting the invaders escape, after a short while all the invaders die could be used to fight warts, verruca's or even perhaps help with cancer treatment.

Metaphors are probably one of the most powerful techniques. There is the story I have mentioned previously of Milton Erickson teaching a boy who used to wet the bed about muscle control by talking about baseball (which is needed for baseball and controlling the bladder). Ideally the story or metaphor will be something that will come from the client and something the client can relate to. The story needs to be absorbing and acceptable. Metaphors, stories and examples are a useful tool in hypnotherapy because they allow the therapist to prime for things to take place. For example, if the therapist wants to elicit an arm levitation they can prime it in advance by talking about being desperate to politely get attention in class at school or reaching up to put shopping away or hailing a taxi or stopping a bus. All of these stories seed or prime the client with the idea of arm levitation making them more likely to do it as those patterns in the mind are activated.

If the therapist wanted to help someone forget pain they could talk to them about being in a cinema and needing the toilet as they enter but getting so engrossed in the film they forget they need the toilet. Or having fun playing as a child and not noticing any bumps and bruises or cuts until later when they are home. Again, these stories then activate related neurological processes. Stories also allow the therapist to lay down future useful patterns. If the answer to the problem is to be patient the therapist can tell a story that gives this message. If the answer to a problem is to relax they can lay down this pattern. They can be as abstract or as literal as they like. They could lay down a *relax* pattern by talking about a stick floating on a river that gets wider and wider and as it does the water slows down and isn't as rough and the stick floats slower and more gently. Or they could talk about a friend that had a situation at work that really was annoying them and

how they overcame this. This second option would mirror the situation with a *recognisable* alternative way of handling things. They can also talk about past successes they have had with other clients in similar situations and what those clients did to move on.

Patterns

A metaphor is just a pattern or template that can be taken, understood and used by the client non-consciously. It's about using the clients' language. The client doesn't necessarily interpret the content it takes the raw patterns from the metaphor and sees how this applies to the current situation. In the same way that a dozen very different crime novels may share the same underlying pattern, the presenting problem and solution is only one story on a pattern which many other stories can be overlaid onto. When reading a crime novel, most people don't notice that the structure is the same as the previous stories by that author and the same as dozens of other novels. To notice that they have to go beyond the content. It isn't that the reader was unaware of this as a being, they were just unaware of it because they weren't focusing on it. It doesn't take much questioning of a reader to elicit that they were aware on some level, especially with regular readers of the same type of stories.

Generic metaphors

When a therapist doesn't know what to do with a case, or quite what the answer or way forward is, generic metaphors can be helpful. Generic metaphors can also be helpful when working with groups or more than one person at a time. For example I worked with a group to test this idea and ended the group training by saying that one of them had something they wanted help with but didn't get a chance to have me help them with it, I said I know who they are and what that problem is and what help they need, but also respect their privacy so will tell them a story that is specifically for them, everyone else can just relax and enjoy the story, but you (the person with the problem) will understand how this relates to you and how this can help you to move forward, even if you don't understand that now or consciously. I then told a generic metaphor that had many patterns in it but wasn't actually targeted at any specific individual in the room, and over the months following this experience many of the course participants contacted me to thank me for the metaphor I gave them personally and told me how it had helped them. Each individual assumed the metaphor was for them and they found the meaning they needed, even though it wasn't actually aimed at anyone specifically.

Client generated vs therapist generated

Our language is full of metaphors, from saying "he is a pain in the neck", or "I've been feeling blue", or "I feel trapped in a rut", or "the news hit me like a sledgehammer", through to more rounded and detailed metaphors. When the metaphors that the therapist uses for treatment have come from or have been developed from what the client has said they are often more impactful and effective. If a client talks of a stabbing pain of a headache, the therapist could talk of blunting that pain, or shielding that area from the stabbing, and these would be likely to be more effective than talking about numbing that pain. Or if a client spoke about feeling trapped (when talking about a specific situation) then the therapist can talk about finding a way out, escaping or some other trapped related solution, they can tell metaphors or stories about someone that is trapped and escapes, and this would be more helpful than perhaps telling metaphors or stories about gaining a new perspective or some other solution.

Using metaphors to package suggestions, commands and ideas

As mentioned around commands and suggestions, metaphors are a great way of packaging suggestions and ideas. Some of this packaging as mentioned can be metaphorically laying down patterns, like telling a story of someone walking through a forest and then coming to a mountain and noticing there is a cave high up in the side of the mountain and so climbing and struggling up the mountain to get to that cave and then looking out from the cave and getting a new perspective on the forest below, can lay down a helpful pattern for undergoing therapy to get to a place where the client can look back and have a new perspective on the problem, and this metaphor can be carried forward to having other answers and solutions.

The therapist can tell a story and embed suggestions within the metaphor, below is an example of a story of snow white that was told to a team of staff in a care home. The staff had begun to experience splitting, where staff that worked on different shifts began criticising staff on other shifts and blaming each other for things and had stopped working as a cohesive team. This story was told during a team day during a relaxation session to suggest the idea of working together as a team again:

One day Snow White decided that she wanted to go on a walk, she didn't often go out far from her home as she was unsure what she would find in the deep, dark forest. Snow White left on a path right outside her front door. The path was covered by trees arching high overhead; either side of her was deep, dark forest. Snow White stuck to the path walking through the shimmering beams of light that flickered down through the trees above. As she continued to...follow this

path...she was aware of the rhythmic beat of her feet on the ground and the sounds of birds in the trees and the rustling of leaves as the wind blew a breeze. She continued to wander and at times found her mind wonder about why she set out on this journey...after walking for a while she found herself smile as she saw a house in the distance. The house was in a clearing in the forest that was bright and cheerful. There were plants of many varieties and many flowers surrounding the house. As Snow White reached the clearing she could feel the calm, warmth from the sun on her skin. Snow White could hear voices coming from the house and the closer she got the more she could tell that the people inside the house were disagreeing with each other. Snow White approached and asked one of the people what was wrong. Grumpy explained that they used to all go to work singing and dancing with enjoyment but now they seem to have forgotten how to work as a team. Grumpy explained that they used to push together...pull together...axe together...all together...but now they found that they couldn't. When one pushed another pulled and no work got done. Snow White asked what they do and was told that they are the team that digs and lays the foundations for new buildings. She asked them why they decided to do that work. She was told that you see buildings standing and feel proud because you know that they are standing because you built the foundations well, it makes you proud of all that hard work you did...Snow White decided to tell the little people a story about a centipede that kept falling over its legs. The centipede asked a friend how he manages to walk without falling over. He was told to just...relax...and let all the legs...work together...not keep thinking about which leg should do what and when. This made no sense to the dwarves so they decided to forget what Snow White said and just enjoy her company. Before Snow White left she asked who made such a lovely garden. The dwarves said they all worked at it and that many of the plants have survived some harsh winters. At the end of the day Snow White said good bye to the dwarves. She got right up and left. As she left she was amazed by how much happier and healthier they were starting to become. Something had happened that they were learning from which looked like it made them healthier and made them work out their differences, sneezy had stopped sneezing, grumpy was happy, bashful had clear skin and no hint of red, and all of the others had noticed improvements too. This made Snow White happy as she skipped away from the house up the path leaving her adventure behind like a dream that got more out of reach like a name on the tip of your tongue as she approached her home pleased with her mini adventure, then walked through her gate and, finding it was all a dream she...opened her eyes...

As you can see the character Snow White is me turning up to talk with all these

staff, and in this story it starts talking about a journey and engaging the listeners in following the journey, as it continues it involves a home of dwarves mirroring the care home, there are embedded commands for working together, the care home was for teenagers, so the dwarves talk about what their job is, which is to lay foundations for new buildings, mirroring the care home staffs job of helping the teenagers develop the skills they need for adult life. There is a metaphor in a metaphor with Snow White talking about the centipede, this metaphor lays down the idea of working together without thinking about it, and without effort. As the story approaches the end Snow White comments on the garden which all the dwarves have helped to make nice, this is used as a way of knowing there are strengths there, and there are times that the staff will have worked together successfully, they perhaps just need reminding of those times and need the pattern for going back to working like that again reignited. At the same time, it is an opportunity to mention being able to continue to work together successfully even when things get tough. Then the story ends with ideas for inducing conscious amnesia by talking about the experience being like a dream or something on the tip of your tongue. I don't directly say forget this story; as that is one quick way of making people remember it. I wanted the staff to forget the story so that they wouldn't analyse and sabotage the ideas in the story. I wanted them to make positive changes non-consciously.

The story also ends with a description of some of the dwarves and how they are following things improving, and I linked specific individuals and traits with specific dwarves. I did wonder whether anyone would notice I was talking about them, but no-one seemed to notice. One of the staff had allergies so I had sneezy stopping sneezing, one member of staff was known to generally be grumpy and complaining, even when everyone got on well, so I had grumpy getting happy, and one person had eczema so I had bashful not being red-faced. I wanted to add something that let everyone non-consciously know that this whole story had been about them, I didn't want them to pay attention to that consciously though.

This story wasn't told straightaway, as mentioned, it was during a relaxation session, so I had been talking for a while guiding the staff into a relaxed place before telling the story but ended the experience with the end of the story. Having had that period of relaxation first helped to stop people being so likely to analyse what I was saying and so less likely to think "he's talking about me there" or "he's talking about them there".

Tasks that are given to clients can also be metaphorical. So, an alcoholic could be asked to look after some cacti as a way of teaching them about surviving without alcohol. Or someone with depression could be asked to find a stone on the beach, carry it around with them for a few weeks before revisiting the beach and throwing the stone in the sea as a way of teaching them about carrying around an uncomfortable problem and then deciding to let it go.

PARADOXICAL INTERVENTIONS

Within the Ericksonian approach one thing that is often used are paradoxical interventions. I find paradoxical interventions often develop naturally from applying the fundamental principles of an Ericksonian approach, I also don't think they are usually very paradoxical, just logical. An intervention is paradoxical when it seems like the opposite thing to do, or an unusual thing to do that for most people perhaps doesn't seem like it would work. Like suggesting to an alcoholic to drink alcohol or an insomniac to stay awake, or a teenager that is refusing to go to bed to stay awake as late as they can.

I have used paradoxical interventions frequently with people, here are some examples where I have used paradoxical interventions successfully.

I worked with an alcoholic, whose pattern was to go to buy three bottles of vodka, take them home to his flat and drink them there until he passed out, then repeat the process when he had sobered up enough to go to the shop to get more (normally the next day).

I had two sessions with him where he took no notice of anything, he had no intentions of changing yet his father had asked me to help him as he didn't know what to do. The man didn't ask for help himself.

It is easier to encourage someone who doesn't want to stop doing something to agree to do more of it so this is what I suggested. I told him that he obviously wanted to keep drinking and wanted to keep seeing me so that his father wouldn't kick him out of the flat (his father owned the flat, due to his drinking the man, who used to work as a lawyer was unemployed) but I'm not going to waste my time seeing him if he isn't prepared to work with me. I said I also didn't want his father to think that this was a waste of time, so would he agree to do some drinking that will let him explore his issues with drinking and learn something and at the same time he can tell his father that I told him to do it as an experiment.

He agreed. I told him what I wanted him to do was when he felt he needed a drink to go to the pub (which was closer than going to the shops where he normally purchased his vodka), order 3 pints of beer, line them up in front of him and gulp back the first one then say 'fucking therapist making me drink this beer', then gulp back the second and third pints doing the same, then go home. If he still wanted to drink more he was to go back to the pub to do the same again. He did this and stopped drinking on his own a few weeks later (I have done this

type of intervention on a few occasions with alcoholics that drink alone at home and that don't drink beer).

I worked with a smoker that was referred to me by the NHS quit smoking clinic. He came in and said "I'm going to tell you what I told the lady that ran the clinic, I will have you smoking 50-a-day before you can stop me smoking 50-a-day."

He didn't come across as very motivated to quit, he knew all the reasons he had been told he should quit but said he didn't want to but he would see me and then he can tell everyone how he had tried everything. I saw him for a first session, by the second session he stuck to his word of ignoring everything and wanted to stay smoking, so again I told him I want him to try an experiment just so I know a bit more about his habit, and that it would involve him continuing to smoke at least the same amount as he does currently. He agreed he would do what I asked.

One of his patterns that happened every few days was that he drove to a supermarket to get food shopping. He didn't go to the nearest supermarket because he had to have a fixed number of cigarettes. He would have one when he got in his car, two on the journey and two in the supermarket car park (because he knew he couldn't smoke in the supermarket so he had to have extra before going in there). I told him what I wanted him to do was to wait until he got into the car park then smoke all five cigarettes and one more because he had to wait so long before having any. He enthusiastically agreed to do this thinking it sounded easy.

He cancelled his next appointment. I bumped into him in town a few months later. He said he was really angry with me. He did as I asked but he found that sitting in the car when he had shopping to do and *having* to smoke 6 cigarettes really annoyed him, all he wanted to do was get into the shop, get his food and go, but he was stuck outside the shop still smoking, he was resenting the cigarettes. He ended up deciding not to smoke in his car because of this. This then spread to forgetting to smoke after he was home out of his car and over a few weeks he was regularly forgetting to smoke and at the point I saw him he rarely smoked.

Prescribing the symptom

One of the most commonly used paradoxical interventions is prescribing the symptom. Often therapists try to encourage clients to stop their symptoms, but even things we don't really like are difficult at times to let go of when we do them instinctively or they serve a purpose. It is much easier to get someone to agree to do something they already do than to try to get them to do something

entirely new.

If someone has a habit of biting their nails perhaps it can be suggested they bite their nails more, or in a different order, or at a different speed. If someone smokes perhaps they can be suggested to smoke more, or in a different way. I think of it as being like *Chaos Therapy*. What the therapist is doing is finding a way to insert a small change that the client will accept into the pattern of the problem and using this as a starting point this creates a snowballing effect. What the therapist is doing is focusing on how they can change the pattern of the problem in some way so that a new pattern can take over. They just need to find that one thing which will unravel the problem and something which is such a small or simple thing that the client will have no problem taking it onboard and making that small change.

For example, cravings only last a few minutes even if at the time of a craving it can seem like it is going to last or feels like it does last for ages. Cravings also aren't usually as bad as they feel, it is just that there is nothing to compare the severity of it to. If a smoker compares a craving to the experience of a bad toothache they would usually agree they would prefer a few minutes of the craving. Without this comparison they may say they would virtually kill for a cigarette when a craving strikes. Because a craving doesn't last long in reality, if it is suggested to a smoker that when they get a craving would they be prepared to do relaxing breathing for one minute and if they still want a cigarette after that then they can have the cigarette. Most smokers are happy to do this, it is easy to do, but it can have a big impact on their smoking habit. Most people say one of the reasons they smoke is to relax, yet nicotine is a stimulant, it is the deep breathing smokers do and taking a break which helps them relax. So when they do that minute of relaxing breathing they can end up no longer needing a cigarette, they are also giving themselves some time so the craving may pass, something else could occur which distracts them and they forget to have the cigarette, so this one small change could disrupt their pattern and lead to them quitting smoking without any willpower or effort.

If someone is depressed and sits down doing nothing at home, maybe they can be encouraged to be depressed and sit down in a library doing nothing, with a book of interest in front of them open even if they don't read it, just so that it looks like they are reading. If they are able to do this and agree to do this they don't realise that the therapist has just increased the chances that someone will end up eventually striking up a conversation with them perhaps about the book and this conversation may be the beginning of socialising more again and

focusing externally on other things rather than worries or negative thoughts and of getting their innate needs met.

The question is, what can be altered about the pattern that may seem insignificant or irrelevant to the client but which is something they are likely to agree to do that is likely to lead to a positive change in the future. This could be changing the frequency of the problem, the duration of the problem, the order the problem happens in, the location of the problem, adding in an extra element to the problem, or using the problem for something else. Problems can be made into chores, like having someone that can't sleep, agree to thoroughly clean their house all night long if they are still awake 15 minutes after going to bed. There are many different ways of intervening seemingly paradoxically. In the book on therapeutic trance-formation I will focus on different therapeutic approaches to helping people overcome their problems, including more on paradoxical interventions.

HOW TO CRAFT HEALING STORIES

One of my favourite ways of working is through the use of healing stories. As has been mentioned in the chapter about metaphors, when working with clients to help them overcome their problems or to achieve success what the therapist is working with are the patterns for the problem not the content of the problem. Using stories allows the client to do therapy in their own way. It is a very client-centred way of working. All the therapist is doing is presenting the pattern for the problem and solution but leaving the client to find their own solutions. The therapist isn't dictating how the client should get better. Stories lay down, update and stimulate the client's neurological patterns, they allow the client to view their problem from an observing-self position rather than from within the problem. It is like rising up above a forest to see where you are and where you can go, compared to being in the middle of the forest only seeing dense trees.

Stories help to make something more memorable. If I present something like a story about not seeing the wood for the trees that will be more memorable than if I just say that people sometimes only see the problem from within the problem, what is helpful is for them to be able to get a different perspective on the problem. If I tell a client a story about someone struggling up a mountain, having different and interesting experiences during the journey up the mountain, perhaps defeating a dragon to make it to the top of the mountain and then looking out from the top of the mountain over the land and seeing how far they have come and how they have overcome various challenges, this will be impactful and memorable.

To tell an effective healing story the therapist needs to engage all of the senses. They need to be absorbing attention, which is essentially then hypnotising the client giving greater access to the inner potential of the client. Ideally stories will be based on things that the client has communicated, so if they said that their problem was like being stuck in a rut then the therapist may create a story around this idea meaning that the story resonates with the client, like having shared language and seems familiar to them. They also then understand on some level that the story is to do with their issue because the therapist is using metaphors and content they gave to describe the issue and challenges they are facing. If the client had commented about feeling stuck in a rut the therapist may talk about someone getting their car stuck on a mud track on a country road late at night in the pouring rain and struggling to get the car out of that rut. They would tell a story which would resolve the issue and get the car out of the rut

and this pattern which was shared could then be applied to the presenting problem by the client to help them overcome the issue. The client may not do this with conscious awareness, it could be that they just find they start doing things differently in some way. Because the metaphors come from the client and the client doesn't have anything directly told to them about what they must do storytelling can bypass client resistance. It is hard to resist something when there is nothing being told to you to resist.

As has been mentioned many times in this book and the first *Hypnotherapy Revealed* book, *Introduction to Hypnotherapy*, the brain works like a pattern-matching machine and dreaming brain processes are largely like learning brain processes. Stories resonate well with how the brain works. In *Introduction to Hypnotherapy* I shared about the brain doing sloppy pattern matching and how this happens in a metaphorical way, this makes storytelling an obvious choice for a therapist to use in therapy because the therapist can present ideas metaphorically and the brain of the client will observe the pattern. Often what goes on consciously is very analytical, trying to understand things and usually looking at the surface details and content to find meaning. This isn't the same for everyone, but for many. Whereas non-consciously they will be perceiving the underlying pattern or structure rather than the overlaying content.

Storytelling has been used throughout history to help people through life transitions, to educate, to share moral teachings and to make information more memorable. Prior to written texts information had to be conveyed orally. It is easier to remember and share stories than cold information. Stories offer a disassociated, non-judgemental look at problems and allow clients to look at the pattern of the problem and solution from an emotion and content free perspective. This doesn't mean that the stories are emotion free, but what the client doesn't have is the emotional clouding which can happen when someone is absorbed in the problem. There may be emotion in the story which mirror or have some relevance to the problem, but they are part of the story and can be perceived in a way that is therapeutic for the client, whether associated or disassociated. The story has content but it is free of the content of the problem.

One of the most common questions I get asked is where do I find my metaphors to create stories around and how do I know what to talk about? I touched on this in the chapter on metaphors. I get most of my metaphors from the client. I have other ideas which I just like and frequently use as part of the types of stories I like creating, like using nature, but most of what I talk about in my therapeutic stories come from what clients have said. If a client talks about a rut then I may

create a story around this idea. If they gesture away from their face while talking about the problem, or mention needing to get distance from their problem then I may create a story around the idea of gaining perspective. If, while talking, the client digs their heals into the ground I may tell a story about someone digging their heals in. If they rub their neck while talking about their relationship maybe they think their partner is a pain in the neck, so I might create a story around the pain in the neck idea. Metaphors permeate every aspect of our life. We use them almost continuously and often don't notice or realise that we are using metaphors, or that others are using metaphors because they are so common.

It is important to listen and observe for metaphors, especially getting used to common everyday metaphors, those phrases we hear all the time and overlook because everyone says them. These work well in therapy because we have a shared understanding of the metaphor. So I could create a story about a fat cat (or fat cats) for a client experiencing issues relating to their employment and perhaps changes in the workplace and this metaphor would likely be understood because they would understand about the metaphor of fat cats. The therapist should listen for words and phrases that clients use and also the client's actions, like digging heals in when talking about something they don't really want to change, or rubbing their neck when talking about their partner, or covering their eyes or closing their eyes when talking about something they don't want to face up to. Every client will have their own personal metaphors and will have their own personal interpretation or meaning for the metaphor to them. Sometimes problems themselves can be metaphors and then can be tackled by creating a story including the problem metaphor. For example, someone may present with a painful stiff shoulder where they have a *cold shoulder* because perhaps there is a relationship issue somewhere in their life where someone is giving them a *cold* shoulder and not talking to them. Maybe they have developed tingling in an arm or hand that feels like something is crawling under their skin and it turns out that something like a situation or person in their life makes their skin crawl and they have turned this phrase into a real experience. These metaphors can all be used to create therapeutic stories.

People may describe problems as burning, stabbing, sharp pain, need perspective, stuck in a rut, pain in the neck, feeling numb and many more descriptions. The therapist will be observing for all of these and looking at how they can integrate these into the therapeutic story they develop. They can also integrate observations about the environment or things they know about the client, like hobbies, interests, skills or life events or anything else which may fit well into a story making it more tailored and personal to that client.

My therapeutic storytelling process begins by asking the client what they would like to achieve. I want to know what goal they want, not what they don't want and perhaps a brief description of the problem in some instances. I listen and observe for metaphors and observe for the pattern of the client's situation. The content that they give may be helpful for metaphors and resources which can be used to help the client, but the pattern being presented will give the information needed to help the client to move on from the problem. Once I have the pattern I use this as the starting place for my story. This will be the structure which I build the story onto. Then I use the content, client metaphors and my own ideas to build up a story around that pattern. I may also use ideas from the environment and what you know about the client. I do this in real-time while talking with the client. I present the story by just asking the client to gaze off at something or to close their eyes, whatever is most comfortable for them. I take a few moments to help the client relax, get comfortable and focused on me as the therapist. Then I present the story and metaphors while closely watching the client and their reactions so that I can judge pacing and wording and change what I am doing and saying if needed. I don't pre-script anything. The client has given me all the information, all I am doing is recalling what the client has communicated and linking it together into a therapeutic narrative.

As I slowly and calmly tell my story I talk about what the client can see, hear, feel, taste, smell in the story. I use a mix of vague and specific language. I am vague when I don't know the specifics and specific when I do. If I want something specific in the story then I introduce it before it is needed as something for the client to discover and will carefully have them exploring to discover that thing I want them to have in their experience. Often this would be perhaps a hut, or a stream, or campfire, or tent, or bridge, etc. I use association for experiences within the story, often to have the client try out certain behaviours, thoughts or feelings, and disassociation for perspectives, where I want to have the client learn from the experience and gain perhaps gain a new perspective. Clients being associated during the story is often more of an emotional experience, whereas when they are disassociated they often have more of an analytical, observer experience.

When a therapist is starting out they are likely to be happy if they have been able to create one complete story. As the therapist becomes more experienced they can start to create multi-layered stories and metaphors to repeat patterns in different ways, or to present multiple patterns and to encourage amnesia. They can do stories within stories, or just be telling a single story, but draw in different metaphors or ideas which all have the same underlying pattern, or

perhaps all address different problem patterns. I frequently use dreaming or a character in the story telling a story, or the main character having a flashback or flashforward as a way of introducing alternative stories or metaphors. When there are multiple metaphors or stories it is easier for someone to spontaneously develop amnesia about what took place in the middle of the experience. If a client was told a story which involved being out in the woods, and they sat under a tree and started daydreaming and imagining what it would be like to be on Mars, what is told to the client while they are imagining being on Mars is harder to recall after they exit hypnosis because it was sandwiched in the middle of the experience and memory is state-dependant so when the person is in normal wakeful awareness this is far removed from the deepest part of the story they were told. It doesn't mean that they will have amnesia, but it will be similar to a dream. If they focus on it and keep thinking about it then they will be more likely to recall it. If the therapist moves on and doesn't ask them about the experience then they will find it more difficult to recall especially as time passes.

Once the therapist has completed their therapeutic story they have to think about how they will end the session. I simply tell the client that they can drift back to the room in their own time. I want the client to feel empowered at all times. I want them to know that this is their experience and they are in full control of their experience. There are different ways that the story itself can end. The story can end with a specific conclusion, or the ending could bring the story back to the beginning. I like to make sure that the client drifting back to the room is contingent on them having made some therapeutic changes. I also generally don't encourage the client to analyse the story. If I think it would be helpful for them to analyse the story then I may encourage it, but generally I don't want them trying to analyse what we have done and perhaps undo inner work which has been completed. To reduce the client spontaneously analysing the story I may talk about unrelated things, or something I spoke to the client before therapy began, to re-orient their attention away from the hypnotic experience. I may also set tasks for the client to do which could include having the client do something connected with the story I told them that would then help to support the story in helping the client make changes in their life.

My biggest recommendation for those hoping to get more into healing storytelling is to start gathering stories in your mind, from books you read, to films, anecdotes and personal experiences. Learn different fairy-tales and other short stories which have endured. Those which resonate with you will stick with you, those that don't, which would need to be written down for you to remember them, they aren't stories for you. You want to be filling your mind with stories

you like which resonate with you so that they come naturally to you when you share them. Then just practice telling therapeutic stories.

THERAPY IN ACTION

Therapy Session for Improving Artistic Ability

This is a transcript of a therapy session that includes my analysis to show what is going on to create change and to explain a little of what I am doing. In this session I am helping the client to improve their artistic abilities. I had looked at research into creating savant abilities in people (Snyder, 2009) and thought it may be possible to do this with hypnosis.

The session was from about 2005. It was an hour long and the only session required to help this client improve their artistic abilities and to still maintain and develop that improvement further as time has gone on (even at the time of writing this in 2018).

This annotated transcript has been included to demonstrate the Ericksonian approach in action. I use a 'D' for when I am speaking and a 'C' for the client. The analysis of what I am doing is *cut in* to the session where I have felt it is useful to note techniques or language patterns I am using. Hopefully this session will give a good overview of how the techniques and learnings from this book can be applied during therapy helping to bridge the gap between theoretical learning and practical application of hypnotic and therapeutic skills.

Art Improvement Session

I ask the client to draw a picture of a horse in one minute and at the end will ask them to do the same again.



While this session was taking place, I was matching the clients arm positions, breathing, leg positions and leaning in at about the same angle the client is leaning back. This all helped with rapport and building a deeper connection with the client and their model of reality.

Initiating Trance

D: (Looking down from the client) When was the last time you (looking up at the client) *went into a trance*

C: Mmm... I don't know... probably in mmm, I went into a trance... well... probably last week... Tuesday... Tuesday this week because I was pruning my bonsai tree

D: When was the last time you (looking at the client in the same way I did above) went into a deep trance... (looking down) do you remember (looking back up at the client) what one is like...

C: Yep

D: You do

C: Vaguely

How I often start out inducing a hypnotic trance is by getting the client to recall a previous trance experience. If a client says they have never been in a trance before then I ask them what they think it will be like or what they expect it to be like; or I ask them about everyday trance states like leisure activities.

All the *italicised* words are embedded commands or suggestions. They are parts of the communication I am adding extra emphasis to by using a slightly deeper tone of voice, defocusing my eyes and relaxing my facial muscles all to imply trance through modelling what I am expecting.

I imply that the client has got experiences of entering a trance and deep trance by using the term 'when'; I don't ask 'have you ever been in a trance?' In some cases I may ask 'have you' if I strongly suspect they may not understand or realise that they have been in a trance before. If I do this I would use the term 'before' at the end of the sentence as 'before' implies either before the one they are in now or the one they will be going into.

I very often use feeding back as a way of embedding suggestions or commands; for example, when the client says 'yep' and I respond with the command 'you do'. I will often turn questions to statements with the tone of my voice. By feeding back what was just said you also begin to form a 'yes set' this is where you get yes responses that help to build rapport; displays understanding and makes it more difficult for the client to respond negatively to the work you do. If you get someone to say three or four yeses then give a suggestion you want them to follow they are more likely to do it than if you just gave them the suggestion on its own.

This client showed signs of not wanting to commit just yet by responding to my feeding back with the response 'vaguely' rather than responding by saying 'yes'. He had just answered my question by saying that he can remember what a deep trance is like but almost immediately became indecisive.

Seeding/Priming Using Metaphor

Sowing the seeds for amnesia and entering a trance when drawing

D: (starting to tell a true story to seed what is to come in the session, as I do I look down) You know when I was a kid I used to like watching...I can't remember the name of the programme now...that Rolfe Harris (turn to face the client) *drawing*... (keep facing the client but move my head position) kids programme that was on CITV...

C: Rolfe's Cartoon Club

D: Yeah something like that (I look down again) he used to have that like (drawing a circle with my arm and finger) (looking back at the client) *circular desk thing*

C: (Doing an impression of Rolfe Harris)

D: (looking down again) And Mmm I (looking back at the client) *got the book of that* (Looking down again) I don't know how and I don't know what happened to it...it's not like me to lose a book...mmm...but I (looking back at the client) *always wanted to draw the Rolfaroo* (drawing in the air again)

C: Ahh yeah

I now use a true story to begin to plant the idea of automatic drawing. I also want the client to have amnesia for much of the session so that later they don't try to review everything that I was doing. This specific client has considerable experience with using hypnosis so I want to make sure they don't analyse the session too much when they come out of hypnosis. I also want to tell a story that lays down the pattern of the session we are in now where I want the client to start off more conscious, and then the unconscious can take over more. I also have chosen to use a story based on being a child of about eight years old because that way the client will begin to make associations unconsciously with when they were eight and this will cause a slight regression and will change the client's beliefs and opinions of what is possible; as an eight-year-old almost anything is possible.

I am still continuing to embed suggestions and ideas. While I am telling the story, I am drawing in the air (like automatic drawing taking place) and putting emphasis on the words I am saying while I do this so that the client knows that these parts are important.

D: And in the book (gesturing where the book is) it tells you how to draw it, but I could never draw it, I could never get it to look like the one Rolfe Harris (looking at the client) *draws*

(drawing in the air again)... (looking away) and I was 8 or something... didn't matter how hard I tried to draw it, it never looked like the ones Rolfe Harris draws...then one day I was in the lounge trying to *draw it* (drawing in the air)... kept failing, well not failing, I kept drawing it but not doing a good job... so I sort of gave up and still had the paper and still had the pen on me, and was watching something else, and then I thought 'yeah lets draw it again' (mimic going to draw) (a car alarm goes off outside)... then I got distracted, by the TV... I can't remember what I was watching now but it distracted me and I suddenly thought 'cool I'll watch that'... didn't even think... It was one of those things where you know if you put an action movie on like Die Hard or something, and not a lot's happening so you're happy to read or do whatever, and then all of a sudden you hear some action happen and so you look up at the screen and think 'cool' and mmm so I looked up at the screen but my hand kept drawing... and I looked back down... and... like the cinema thing... you can be eating popcorn and something exciting happens and all of a sudden your hand freezes in front of your mouth because you're more concerned about (gesturing in front of me and looking in front of me – congruent – and gesturing holding a piece of popcorn in front of my mouth) what is going on, on the TV and all of a sudden that finishes and you carry on putting the food in your mouth (gesture doing this)... as if... you know... the interruption never happened... and but what happened was my hand didn't stop, so when I was interrupted and I looked up, my hand continued to draw... and I looked down at a perfect Rolferoo and I was really proud except that it surprised me because I couldn't do it... (simulating trying to draw) never mind how hard I tried to draw it I couldn't draw it, and it took me by surprise because I did it without looking so I didn't know where anything was, so I shouldn't have been able to get the eye in the right place and I didn't know where the paper was... and people touch type and they can't see where all the keys are... they can get their fingers to the right keys... they can't see it at all... they can do it with their eyes closed and you know people play the piano the same... and people play the piano blind, like Stevie Wonder... so obviously it is possible for your body to know things that you don't know...

like my granddad plays the piano without looking at the keyboard... and it is just one of those things... yes so Granddad can play the piano and not look at the keys... mmm could probably play in his sleep... and it's always fascinated me, I can now... I've never learnt to touch type, but I can now type to some extent without looking at the keys, as long as I don't consciously make the effort not to look at the keys, if I just glance up at the screen I can keep my fingers going (acting out typing without looking at my fingers) ... If I consciously think 'Oh I've been typing without looking at my hands' all of a sudden I'm pressing all the wrong buttons trying to type...

As the story continues I talk about how trying hard can lead to failure, or at least not getting the success you want. This is important because trying is a conscious process. And generally, the harder you try the harder something seems to become. In the same way that if you try to fall asleep you struggle and stay awake, and if you try to stay awake you fall asleep. What I want is for the client to just do, not try.

When a car alarm went off outside I decided to incorporate this into what I was saying so I spoke at that point of the distraction that gets your attention for a little while. I then continued to parallel the alarm by saying about an action film like Die Hard and hearing something happening that gets your attention. While I told this piece, I suggested amnesia and also suggested it being a positive distraction by interpreting the distraction in my story as 'cool'. I then talk about the hand continuing to draw while I am distracted partly because I want this process to happen in the client when he draws but also because if the alarm keeps going off or goes off again I want the client to be still responding on an unconscious level regardless of external distractions.

I create frustration in the story so that the client would become more focused on what I was saying. I spoke about how my hand continued moving then I ended that piece at an 'and...' before changing to talk about being in a cinema. What this does is a part of the client stays focused on looking for the completion of the pattern/story; and while that is happening the client enters a slightly deeper trance giving me the opportunity while they are partially listening and partially focused on waiting for the end of the story to continue to embed the idea of amnesia that I have been embedding already and also metaphorically commenting that the car alarm has stopped now.

I then carry on telling the story to convey the message that while the conscious

mind is occupied with one thing the unconscious mind can work on something else. I then give different examples of being able to do things without conscious attention. Each example is true and undeniable which helps to convey the message that what we are doing is also possible. I use these stories to convey the message of not paying conscious attention, being pleasantly surprised by what the unconscious has done, which also contains the message that the conscious won't be a part of the process.

Towards the end of the story I start to separate conscious and unconscious by talking leaning slightly in one direction when talking about the unconscious mind and the other direction when talking about the conscious mind. I say '...it is possible for your body to know things that you don't know'. As I say this I spatially mark out; with my leaning; the body knowing and the mind not knowing.

I continue to seed the idea of doing things in a trance by talking about how my Granddad could probably play the piano in his sleep. I also suggest that conscious interference can stop this working just by having that conscious awareness; what is wanted is to just be in the moment and let it happen without thinking about it.

C: That sucks yeah, but you're right you get similar sort of feelings like when you're trying to draw or copy something and it doesn't do what it's supposed to do, I'd like to err, I don't know, say get a Disney video and be able to just put it on the side and just copy the video, that would be cool, I know people that can do that really, really, well and I can't understand why they can do it and I can't

D: Yes so it is possible obviously for your body to do things that you don't have an awareness of and obviously consciously you take in a certain amount of information, or at least you don't take it in, you take it in unconsciously and you're drip feed a certain little amount at a time and a very small amount of information, so you don't notice the fine detail, you don't really sort of, you just let the hand do what it is doing then it doesn't really matter what your conscious mind is thinking, what's on your conscious mind because your hand can just do it... any way that was just an aside... so you haven't been in a deep trance for a while?

C: No

In response to hearing my story the client agrees with what I have said and then states a goal that he would like; that would demonstrate success. He also says that he knows people that can do what he wants to do; which means he knows that it can be done. He also states that consciously he doesn't know how to do this; we are hoping to get him doing this without conscious awareness of how he does it; we just want him to do it.

My response to his statement was to focus on the unconscious process we are laying down and to link it back with him. He had spoken about 'other people' I wanted it to be him that has these abilities so I speak about his body doing things the conscious mind has no awareness of; again, I do this by marking out the conscious and unconscious so that when I talk to different locations he will know I am communicating with him on a conscious level or an unconscious level. I then very clearly state what will be expected; that he will notice fine detail and that what his conscious mind is doing has no relevance on his unconscious mind drawing as long as the conscious mind just lets it happen unhindered.

I use the term 'obviously' to convey the meaning that 'this is common knowledge, everyone knows this' this is to de-potentiate any resistance by using a term that is unlikely to be questioned. Generally, people don't question something that they feel they should know and they often just let it go in because you are not asking for a response. When I work with smokers I often do similar; I will say 'obviously you know all the dangers of smoking, so I'm not going to tell you that...' then I go on to list a load of dangers without receiving resistance because I have framed the statement as just telling them what I am not going to tell them.

Induction

D: There was something I wanted to do and the question is do I do it now or do I not? But I might give it a go...

C: OK (looking confused)

I mention the induction I am going to do in this way as the client has been hypnotised by me before and I didn't want him to know what to expect. I wanted to begin to indirectly hypnotise him. The only way for the client to respond to what I said was for him to go inside his mind to wonder what I am thinking of doing and be confused because of not knowing what to expect. Most effective inductions have an element of confusion to disrupt the conscious mental set as

the only way to respond to confusion is to try to find a way out; which will either be by following a clear suggestion by the Hypnotherapist or by going inside their own mind to escape the confusion.

D: Mmm... only because it's just something different for a change...

C: Nice day for a change...

D: Yep I was just thinking exactly the same thing.... right put your hand on my hand... OK... in a minute I'm going to tell you to push down, now I don't want this to surprise you... so I'm going to tell you in advance what's going to happen...

C: Alright

I mentioned 'something different for a change' so that the client would think of the sentence 'nice day for a change' which implies change happening. I also imply that because I am doing something different that will create the changes we will get in this session.

I tell the client what to do at the start of the induction I will be doing with him and even though I am about to do a very direct induction I still use indirect methods; I tell him I don't want the induction to surprise him and that because of this I will tell him in advance what will happen. I could have just told him directly 'when I do this you will go into a trance like this...etc.' but he may have chosen to resist me if I did that so by framing it that I am telling him for his benefit so that he knows what to expect he is more likely to listen to hear what is going to happen rather than feeling that he is being told what to do and feeling manipulated. I then change direction so that he doesn't have too long to analyse what I have just said in case he picks it apart and realises what I am doing. I don't just change to any old subject, I change to the issue of trance, getting some agreement, creating some confusion and again getting the client to recall a previous trance so that when I start the induction he is already partially in the recalled trance and mildly confused making him more receptive and has agreed with me a few times enhancing his receptivity and making him more likely to continue to accept what I say.

D: And you don't mind going into a deep trance, do you?

C: Nope

D: You really don't mind?

To make these sentences more powerful and less likely to be resisted I have used the reverse yes set. The reverse yes set is where you get a no but it is still in agreement with what you have said. By framing the questions negatively, the client is less likely to feel the need to disagree. By asking 'You really don't mind?' The client is likely to go inside their mind wondering is there supposed to be a reason to mind? So, this causes slight confusion for the client because why would they mind? While they are inside their mind searching previous trance experiences to make sense of the question and see if any previous deep trance experiences should lead them to a different answer they are putting themselves into a deeper trance just before I start the actual induction.

D: What's the deepest trance you've been into? Maybe the one where you lost track of time, although you knew exactly what the time was because you came out of the trance at the right time... Right what I'm going to do is tell you to look into my eyes... not yet... so, what I'm going to do is tell you to push down on my hand (client starts pushing) in a minute... in a minute... (client laughing)... and... then when I say sleep (clicking my fingers)... sleep... and do it your own way... you can go relaxed, feet up, head down, your choice, you can slump, do whatever you want, however you want to go into it... okay... you happy with that.

C: Yep

I then immediately ask 'what's the deepest trance you've been into?' And then begin to describe a trance experience suggesting that the client can go into a deep trance where he stops paying attention to conscious references like keeping track of time, where he can just be in each moment; and that he can come fully back when he is supposed to. I do this to keep the client occupied with thoughts of being in a trance. He is already partially recalling a trance experience from the last questions I asked; now he will be beginning to recall a specific deep trance experience.

I jump straight to describing what will happen with the current induction. All of this jumping around keeps some confusion there and keeps the client frustrated needing to become reliant on me for clues about what he is supposed to be doing. The client demonstrates that he is already becoming very receptive by responding literally to my description. He looks into my eyes when I mention it; and pushes down on my hand when I mention that.

D: Right push down on my hand... really hard... push, harder, keep pushing, harder, harder, keep pushing harder, harder, push down harder, harder, look into my eyes, keep pushing down, harder and harder, harder and harder

C: I can't?

D: Keep pushing harder and harder, close your eyes and sleep...

This induction is a typical rapid induction. It is done very directly and forcefully. While I am doing this induction, I am closely watching the client. I am watching his face and shoulders looking for changes that will signal that he has gone inside his mind because it is at that point that I want to give the command to go inside his mind and sleep. After about 30 seconds the client says; just audibly; 'I can't'. It is at this point that I want to offer him a firm suggestion to sleep. When he says he can't he has almost given up trying; he has become slightly confused as how can he push harder if he is pushing as hard as he can. When people are confused they will usually accept any firm suggestion so long as it doesn't go against their personal values. In this induction that is when I say just once more 'keep pushing harder and harder' just to add to the confusion; then I say firmly and directly 'close your eyes and sleep' at the same time as clicking my fingers (which will trigger the reorientation response which is the response that gets fired to alert us to a stimulus making someone focus on just one thing; this fires as we enter dreams which is what can give the sensation of falling); I also pull my hand out from under his which also causes shock creating a trance state. With the shock from the click and from the hand being removed and with the confusion and the direct command the client was very unlikely to not go into a deep trance. The client slumps back into the chair as if all his muscles have relaxed and his arm falls to his lap.

Trance Deepener

D: That's it, just allow yourself to go down deeper and deeper... that's it, deeper and deeper, just taking deep breaths, that's it... that's it...

I now deepen the trance very directly by telling the client to 'go down deeper and deeper' and saying 'that's it' on the clients out breaths. I also say 'just taking

deep breaths' the reason for this was that by saying 'just' implies he is only going to take deep breaths not any other types of breaths.

D: And in a moment I'm going to lift up that hand (looking over at the client's hands), and when I do I'm not going to tell you to put it down, any faster... that's it... than your unconscious mind begins...that's it... to get a sense of what it's like to walk down a flight of stairs...

I continue to frustrate responses to help continue to deepen the trance by being ambiguous; not telling the client which hand I will lift; by saying in a moment not specifying exactly when. I tell the client indirectly that I want him to do an arm levitation by telling him that 'I'm not going to tell you to put it down'. I follow this up with 'any faster' which implies that it will lower by itself (which as the sentence continues links the lowering with the unconscious walking down stairs).

I continue to say 'that's it' on each out breath by the client as I am still deepening the trance so I want to use everything to do this.

D: And I'm not going to know where those stairs are... I'm not going to know whether they are in a building or whether they are going down to a garden... that's it... or down to a beach... only you know... that's it... where those steps are...

I emphasis me not knowing as this implies someone must know and if it isn't me it must be the client. I then tell him that he knows. I find that often it is best to indirectly imply something and lay down a pattern before saying something directly so that you are constantly communicating on two levels; one with implication and metaphor and patterns and the other being direct and able to be understood consciously. Even if I am talking to the unconscious mind I know the conscious mind is listening to some extent so it needs to have a message to follow that seems straight forward enough to not feel a need to analyse too much. Likewise, when I am talking to the conscious mind I know the unconscious is listening.

Contingent Suggestions, Compound Suggestions & Nominalisations

D: And the conscious part of you that is *normally* (emphasised) at the front of your mind can just distract itself in some way as you go down those stairs and it can find its own way of becoming more and more distracted with each step it takes

Contingent suggestions are suggestions where two parts of a communication are linked with an action phrase like; before, during, after, while, as. The two parts don't have to genuinely be linked or relate to each other. In the sentence above I link the conscious mind becoming more distracted with walking down the stairs in the mind even though there is no real link other than me saying 'as'. I also include a compound suggestion. Compound suggestions have two parts of a communication linked with an 'and' or a pause. They imply that because the first part happens so will the second part. In the sentence above I use 'and' to link the going down the stairs with becoming more and more distracted. In effect I am saying the same thing twice in the same sentence using two different language patterns.

In this sentence there is also the implication or presupposition that the client will be walking down the stairs and that he will be consciously distracted. The first half of the sentence was saying the conscious part can distract itself, the second half was about 'how' this distraction will happen. The idea behind this is that the client is now more likely to focus on the 'how' rather than whether the distraction will or will not happen. There is also the implication that the client is in a different state and things that happen in this state are different to normal waking state by emphasising 'normally' implying this isn't 'normally'.

There are also many nominalisations just in this one sentence. Nominalisations are words with no fixed meaning. The listener makes up their own meaning when they hear the words. From the start every session is full of nominalisations by the client and therapist. In the sentence above there is: normally; own way; conscious part of you; front of your mind; distract itself; those stairs (no description of the stairs); more (doesn't specify how much more so the client has to figure that out)

D: And your unconscious mind that's *normally* at the back (separating conscious/unconscious with change in tonality, change in position my voice is coming from) can come to the front... and you can have an overwhelming sense of... *fully moving to the front*... with each step... that's it... and that unconscious part of you can... increase in awareness... of me of what I say... of the way that I say things... of tonality, subtle changes and can really... *fully become aware*... to the front of your mind...

Throughout the induction I am using the word 'and' to make sure that every part is linked. I am separating the conscious and unconscious as I talk to the client so

that just by talking in a specific way and having my voice coming from a specific location the client will know whether I am talking to their conscious or unconscious mind or both. I am continuing to embed suggestions and commands to help the client's unconscious mind become more responsive to the way I am communicating to pick up on the marked-out communication; including communication that is targeted at the unconscious mind like metaphors and stories.

D: Your conscious mind won't be completely to the back of your mind until you reach the tenth step... that's it... and the unconscious part of you won't completely be at the front of your mind... won't *completely take over awareness* until you reach that tenth step and you can be curious to discover what is at the bottom of those stairs... that's right... that's right... (I lift up the right arm) and that arm can lower down only at the rate and speed that *you go deeper...* and you won't go all the way down into a deep comfortable trance state until that arm goes all the way down... that's it... all the way down... that's it... (the arm has lowered now)

The main purpose of the steps is as a deepener and to create greater separation between what is coming up which is the laying down of the patterns for improved artistic ability and the initial conscious thinking. Normally when people use steps they count the client down the steps. This relies on the client going at the speed the therapist sets. By doing the arm levitation I have a signal that I can visually observe that is linked to the client going deeper at a speed they choose. I continue to use negative phrasing saying 'you won't ... until...' this generally creates less resistance and is slightly harder for the client; especially when they are relaxed; to unpick and analyse. Using negatives in this way people often hear the first part of the sentence (for example: You won't go all the way down into a deep and comfortable trance state) and if they are going to resist they often respond by doing it now and responding opposite to the statement. It is like a reverse double bind in that they can resist and respond now; or they can follow the suggestion and respond when they are asked to. The issue is about time not about whether they will do what they are being asked or not. It takes a lot for a client to then unpick the sentence and decide they will actually ignore it completely and not do anything. They are far more likely to choose - go against the therapist and do it now; or go with the therapist and do it when I am supposed to. Most people in therapy have made a commitment to be there to receive help so doing nothing when asked to is often not on their mind when they have an alternative to feel a sense of control and whatever other needs they would meet by going against the therapist.

D: And you can wonder where you are going to wonder next... and somewhere there you can discover a painting... and I don't know what that painting will be of and what it is that *it can teach you something about yourself*...

Now that the client has reached the bottom of the steps I add a little confusion by using words that sound similar with one talking about thinking and one about action. I use many nominalisations as I don't know where they are going to be in their mind. And because I don't know where the painting that I want in their mind is going to be I don't tell them where it is; I give them the option to discover it. I keep using the word 'and' to continually compound end statement on the previous statement so that they build on each other. In many sessions I have observed people will say things like '...and in front of you, you will see a picture...' If the person can see in front of themselves in their minds eye before you have said that and there was no picture then you will mismatch their internal reality. By suggesting 'wonder and somewhere' it leaves the painting to be found. I also state a truism 'I don't know what that painting will be of...' This is undeniable with the implication that they must know. Being a truism, they again will agree with me. It is also followed with a poorly formed sentence. I run one sentence into the next using the words 'it can teach you' to transition from the end of a sentence with one meaning - saying ...what it is that it can teach you then continuing the sentence giving a suggestion of what I want that painting to teach - ...it can teach you something about yourself. There is so much going on in the sentence with thinking about the wondering, finding a painting, hearing truisms that create agreement; that to also keep track of the final embedded command is difficult it just sinks in because analysing that as well takes considerable effort.

D: And there can be something curious about the painting... and as you pay all your attention to me so you can notice the things that I say and the things that I do and perhaps it will be the way that I say things... that's it... and I wonder what it is that's curious about the painting...

I am continuing with many nominalisations and vague phrases like 'curious' 'attention' 'things that I say' 'things that I do' 'way that I say things' 'wonder'. These help to keep the client on an inner search for their own meaning to what I am saying and doing. I sandwich the paying attention to me and emphasising to

the client that there is something important in what I am saying and doing between two statements about being curious about the painting. This is partly to create amnesia for this paying attention. I want the client to unconsciously be responsive but to feel these bits haven't been said; that they were just listening to me talking about the painting.

Open Ended Suggestions

D: Could it be that movement and I wonder where that movement is and whether it is a little bit of movement or a lot of movement and whether that movement is in the centre or off to the sides or round the edges... and I wonder what type of movement it is whether it's a sort of wavy movement or a swirly movement or some other kind of movement and whether it has a 3d effect or a 2d effect...

While the client is paying attention to the painting I want to generate movement. I don't want to mismatch the client's inner reality (which could include movement or no movement in the painting). I decided to be fairly strong on saying that there is movement so I say there is movement but because I know the client could be seeing a still image I want to cover all bases with suggestions that lead to the movement being their but perhaps not at first observed. I mention the location and give the option for it being a little bit or a lot and the type of movement. I don't want to give a chance for the client to stop and think there is no movement so I say all of these options in fairly quick succession. I'm always implying there is definitely movement there even if at first it was so small it wasn't noticed until I mentioned it.

D: That's it and you can be curious to *pay attention*... to whether there are sounds there and perhaps they are coming from the picture or from elsewhere and maybe behind you or in front of you or to the left or the right or from above or maybe below... that's it... that's it...

This is a technique I use quite often; where I will suggest an idea as if any possibility is an option then follow a preferred route. For example, above I suggest paying attention to see if there are sounds there; giving the choice that there may be silence but before the client has time to think about it I suggest that sounds are there it is now a question of where they are coming from. I then go on to give multiple options of where the sounds could be originating.

D: And another curiosity about this picture is that *you can step inside this picture...* that's it... and I don't know what it's like the other side of the picture...

When I said 'step inside the picture' I could see the client had done that by changes in his physiology which I acknowledged by saying 'that's it' I then followed this up by immediately stating a truism that I don't know what it is like the other side of the picture again implying that they do. And for the client to know what it is like they have to be there. By having the client step into the painting, it takes them even deeper into trance. Any time you have someone change where they are in their mind they go deeper and layer their trance experience so that the last place they go gets sandwiched between the previous places, which are sandwiched between the places before that etc... This leads to usually spontaneously getting amnesia for the deeper parts of the trance.

Metaphors for Unconscious/Conscious Processes

D: That's it... you know *normally*...that conscious part of you... guides your decisions...guides what you do, what you're thinking about... it's a bit like a driver of a train... the driver is just a small part of the whole thing... and the driver can just see what is outside his window... and the driver knows that there are 8 carriages behind and the driver knows that each of those carriages is full of people and that each of those people are saying their own things and doing their own things and each of those people are in control of what they're in control of... some are reading newspapers...some are listening to music and some are planning ideas and many of them are lost in thought... that's it... yet all the driver is aware of even though the driver knows all of that is there... is what's through the window...

I have used a metaphor to parallel the conscious mind by having the conscious mind as the driver of a train and the passengers as neurons that are all doing their own thing independent of the driver. People consciously know their mind is doing lots of things at once that they have no awareness of; and that all they are aware of is what they consciously are currently aware of. Like the driver only being able to see out the window. I am conveying this message as a metaphor as this is an easier way to lay down a pattern for the unconscious mind to use.

D: That's it... whereas the unconscious part of you is like a

super being floating above the train like superman flying above the train where he can see the passengers... because he can see through the walls because he can see what they are all doing, he can notice their behaviours their language... he can fly down and talk to them... he can even make them change their behaviours... he can ask someone to stop reading their newspaper and they would stop... he could ask someone to stop listening to music and they would stop... he could interrupt someone having a conversation and they'd forget what it was that they were talking about...

To describe the unconscious mind, I use the term super being as it has many positive connotations; I describe some of the strength of the unconscious mind and what it can influence by talking about how it can influence the passengers. The idea I want to convey is that a conscious knowing and an unconscious doing are two different things. I want the client to be able to 'just do' on an unconscious level.

Post Hypnotic Suggestion

D: That's it... now you can be curious... as to how you are going to use all of your unconscious resources... how you are going to use all of the talents you've got that are normally held back behind the doors of the conscious part... you can be curious about what the improvements will be... and how your mind and your circuitry of your brain will make aspects of the improvements permanent in a comfortable way... that's it... that's it... and you can get a sense of what it is like to see you in your mind... to see you in the future...

There is implication running through this section. When you use implication or presuppositions they act like post hypnotic suggestions. By saying 'you are going to' and 'will' it is placing what I am saying in the future as a certainty rather than a possibility. I follow the suggestions up by building on each preceding suggestion; I firstly state what will happen in the future, then I move on to 'see you in your mind' then onto a context for that 'you' that is being seen - in the future. If I didn't add that the client could see themselves at any age and any time even made up ages and times (like in the distant past or a futuristic world). I want to keep what I say as unthreatening as possible so I build one thing on another hoping to go just slightly faster than the client's awareness of

what I am suggesting so that I am leading their internal reality now. In the same way that you can wear glasses and not notice until someone mentions them; I want the client to assume they've just not noticed something until I mentioned it; rather than it not previously being a part of their reality.

D: And you remember Superted... Superted used to say his magic word and he would change from an ordinary teddy bear into a super-teddy bear... and consciously you've watched Superted and you could never quite hear the word...you'd never know consciously what the word is no matter how often you watched it... and you can see yourself... and you can see that you having a code word... and you can watch yourself say that code word to yourself... you can watch yourself say that code word to yourself...

I now use the cartoon character Superted to introduce the idea of a code word for triggering the artistic ability. Ideally, I want the code word to be something internal and unconscious rather than something the client has to consciously say. It is like when a hypnotist sets up the word 'sleep' to re-induce trance. I want the client to have a word to re-induce artistic abilities but I want it to come from the client's unconscious mind. To cement ideas and reprogramming I normally give the idea; then have them watch themselves doing the new behaviour; then have them go into that version of themselves to experience actually doing what they have just watched themselves do. This is generally a very effective way of getting that behaviour into the client's future. It also matches the way people normally do things. They get the information (me giving the idea); then think about what they are going to do (see themselves doing the behaviour); then they do it (stepping into that future them and experiencing it). If you just jump someone into just doing a new behaviour it may not stick because there was no planning or mirroring reality. Also, by doing it this way if there are any problems with the way they see things go it can be changed to be just right before they go into the experience.

D: And when you watch yourself becoming overwhelmed by that compulsive artistic ability... and I don't know if it's thousands of times or even tens of thousands of times or even realistic and lifelike... in comparison to how the conscious part of you... that other part of you does art... that's it... and you can watch and I wonder what you see... and I wonder what you see how well you're doing that art... does it look

haphazard to start with like when you watch Rolfe Harris... where that other part... the unconscious part has its own way of drawing where it takes control... it takes control... and I wonder whether that you reports that it's like the hand doing all of that work themselves... whether it's like an image just being printed onto a page straight from the mind... whether it's like the hands just get a compulsive feeling... whether it's like the hands get a compulsive feeling to carry out that artistic talent...

People with 'natural' artistic ability or people that are 'naturally' talented at anything generally have a high level of compulsion to do what they are interested in. In this section it is this compulsion that I am working at installing. I offer lots of ideas about how that compulsiveness will take effect and that it comes from the unconscious part of the client not the conscious part. I do this by taking about the hands doing the work and that the unconscious mind has its own drawing style. The presupposition through all of this is still one of that improved drawing ability taking place; it's now a question of what it will be like to the conscious mind as an observer rather than whether it will happen. I am also talking to the client as someone that is still observing that future them. They are not yet in that future them.

D: And I wonder how long that lasts... is it for 20 minutes or half an hour or is it for a full hour... and I wonder whether it ends because you decide it's time to stop or whether it ends because the time is up... and I wonder how long it lasts... is it twenty minutes, half an hour or maybe even a full hour... or somewhere in-between...

I now limit the duration of that compulsive behaviour. I don't want it to carry on indefinitely because that could have negative effects on work and family life. I want the client's unconscious mind to decide the duration so I offer choices around how long it will last rather than just telling the client how long it will last. Whenever doing any work with clients the therapist needs to be mindful of the positive and negative effects of making the change. By having the client view the changes first it gives them the opportunity to see if the changes are acceptable. If they are not you have given the client the option to decide not to go into themselves when we get to that stage and also to make any changes now before they do. It is a bit like starting with hindsight; the client can see if the changes are acceptable from a dissociated position. Being dissociated gives a useful view on things. Like watching a football match and knowing a player

should have passed because you saw another player open; yet the player that should have passed wasn't in a position to see what you could see so made different decisions.

D: And like all resources... *you can use*... the skills and talents and you can transfer to other areas... and that's TRANCEfer to other areas... that's it... excellent... and you know what it's like to... *step inside that you there and experience that deep compulsive desire to create photorealistic art work*... and I wonder what changes happen at a neurological level that are completely comfortable and healthy that build the talent and increase the talent by temporarily numbing down an area of the brain and I wonder how that numbing down takes effect...

I use the term TRANCE fer to imply going into trance to transfer skills and abilities.

Shutting Down Perceptual Filters

D: You can be curious as to whether it will be like certain signals not being allowed through or certain signals taking a different route around the brain... performing those talents with those signals taking different route to how you perform it consciously and you can imagine what it is like to be that you there carrying out... that's it... that artistic compulsion... and I wonder what it feels like...do the hands feel tingly... or is it in the arms or is it on the back of the neck...

I want to generate feelings associated with the specific trance of improved artistic ability so I ask what it feels like then I tell the client in the next sentence what it will feel like; that it will be a tingling. I them make the focus on where that tingling will be rather than if there will be a tingling or not. I am also setting up the next part of the session where I want the tingling to be link to energy.

D: You can be curious as to how that compulsion takes effect once you hear that word and I don't know whether the word is Leonardo, or whether the word is Rafael or some other famous artist... that's it... that's it... and you can go deeper... and deeper... and you know what somnambulism is... that's right... and when that artistic desire... compulsion

takes effect I wonder whether it makes the fingers twitch with nervous energy desperate to carry it out or whether that doesn't show...

The self-hypnotic suggestion is bought back in again here and linked to the feeling/energy. I now make the focus on whether the energy will be visible to others or not rather than if it will be there or not. When I introduce something, I want to be there I like to make the focus on something to do with that new thing rather than if that new thing will be there or not.

D: And you can imagine in your mind a panel and it's a panel with many levers on... and each lever is logically labelled... that's it (he moved)...and you can imagine turning up that lever to artistic ability... putting it up to full... that's it... that's it... and in a moment I'm going to lift up your right hand and when I do I'm not going to tell you to put it down any faster than you... become absorbed... in the idea of being a great artist... and I don't know whether it's going to be an artist that is going to be a mixture of many artists or an artist that is going to be greater than any artist you've ever known...that's it... and I don't know whether your hand coming down will take two minutes, three minutes or five minutes or somewhere in between... and I don't know how long that will be on the inside... for you... and I wonder what you get up to while that is happening...

The client already has the experience of using arm movement to go deeper into a trance which is becoming more absorbed. I now use it again to become absorbed in the idea of becoming a great artist. Again, I introduce an idea; the idea of becoming deeper absorbed; then I focus attention on time rather than whether the absorption will happen or not and then change focus to what the conscious mind will be getting up to.

D: And when it's time to come out of a trance and come all the way back to the room you can come back with the artistic abilities... and I'll let you know when that time is... and I wonder what it will have felt like to have those changes occurred on a deep neurological level... first changes can occur though all the connections, pathways, circuitry... that's it... and on one level when you come back how you can be curious as to where those changes came from and how those changes

occurred also...

The suggestions given here are given very directly that when the client comes out of the trance they will come back with the artistic abilities. I use the word occurred rather than occur in the middle of a sentence to imply they have happened; then I mention a curiosity about where those changes have come from to again change the focus from whether it happens or not to trying work out where the changes came from.

D: And I wonder whether you will be amazed or at least shocked... and you know the studies that have been done by shutting down areas temporarily in a healthy way... whether it is shutting down or just not allowing the signals to get through temporarily from the logical rational hemisphere... part of the brain... the creative part of the brain the part that notices fine detail notices every little thing, notices millions and millions of bits of information every single second... that part of the brain can take control...and then it will end up with you having... (client moved his arm to scratch)... that's it... many abilities... that's it... that's it... now as you're going to achieve great things... that's it... we want you to take your time to do this... take your time to do this now... that's it... that's it... (I lift the clients arm above his head)... that's it... that's it... and on many levels you can begin to count backwards from 100 and let the unconscious work... that's it... and you know what your right foot feels like and I wonder if it feels different from the left... that's it... and your left hand can be left there lightly resting where it is and I wonder how your eyelids feel... that's it...that's it...making this completely...

While the client has their arm in the air and is counting down in his mind I want to jump his attention all over the place to stop him focusing on the lowering arm and the internal unconscious work.

D: That's it and you know a minute of my time can seem like a longer time of yours just like you can experience... that's it... (arm fully came down)... a longer time that just goes by from minute to minute... and you can take a minute of my time to go deep and comfortable inside your mind into a deep and comfortable focused state of mind... allowing that artistic ability to develop and enhance itself and the more it enhances

itself the more pleasure you can experience inside your mind and you can take a minute of total silence to do that now... (minutes silence - I just sit observing minimal cues)...

I sit and observe and watch for signs of increasing pleasure to see that he is enhancing his ability.

D: That's it... that's it... and you know you can control blood flow, you can make yourself blush on half of your face and if you get a cut you can make it so that the blood stops flowing over the cut any more than is necessary to keep the wound clean... you can make an arm numb or a leg numb or half a head numb... you can increase your metabolism or slow it down... you can alter any system in your body with your mind...

To link back with the earlier statement of making part of the brain numb I sandwich the suggestion for this again in the middle of a collection of truisms about what the mind is capable of.

D: Now when it's time for you to open your eyes I'll ask you again to draw a horse and again you will get one minute to do it in... and you can be curious as to how much better that horse will be drawn... will it be lifelike, will it be hundreds or thousands of times improved on the last one... how much can you manage to draw in one minute...you can be curious as to how much you can draw of that horse in one minute and the level of detail you can draw... and you can always keep in mind that ability those abilities you have... and you can always keep in mind how to get that artistic ability... and you can always keep that in mind... that's it... and you can open your eyes now...

My use of the term 'you can always keep in mind' is specifically used because if you always keep something in mind it means it is always there. It is a post hypnotic suggestion to make everything stick.

D: (Now talking normally) Right want to have a bash at drawing the horse again... we'll see how it goes now... help if the pen works (pen didn't work so the client changed pen)... (one minute given to re-draw the horse)... times up... how do you think you did?

C: It looks more like a horse than the last one did; it's more proportionate I think

D: Yes, drawing style was different as well

(Client starts to carry on drawing)

C: I'm not supposed to be doing this now am I?

D: No, I'll show this to the camera before we... if you do start finishing it off or something



C: That is quite different isn't it (client picks up a pen again to carry on drawing)

D: And that's only a first thing drawn after being zapped

Next few minutes was spent me just watching as the client compulsively kept drawing, putting the pen down to talk then carrying on getting absorbed in drawing again, getting more involved in what he was doing and adding more and more detail, then adding colour and motion. In total he spent about 4 minutes on the picture adding to it, putting the pen down for a few moments to talk but then not talking instead he would pick the pen up and carry on drawing. I tried to get his attention to discuss his experience but he struggled to tell me as he was more

absorbed in continuing to draw. Below is the picture after about four minutes of drawing on it.



After the session the client went home and drew an image off of a Disney video case. He said it only took him a few minutes to sketch it. He then put it on his computer and coloured it in. He said he was amazed at what he had done and didn't understand how it was possible. Since then he continued to draw in this new way and felt compelled to draw and has since gone on to teach himself to play guitar and piano and other creative pursuits.

CONCLUSION

This book is the second in a planned series of ten books on hypnotherapy. In this book I have shared my perspective of the Ericksonian approach. If you take the time to learn and master the content in the book you will be way ahead of many other therapists in your ability to help people. You will be able to do hypnosis without the need for rigid hypnotherapy scripts. You will be client-centred and able to be responsive to the needs of your clients and you will be able to be creative in your interventions. Book three *Hypnotherapy Revealed: Hypnotherapy Trance Scripts* will share a wide selection of hypnotic induction and therapeutic scripts as well as additional information about how using the hypnosis scripts fits within therapy, how to structure therapy sessions and how to understand and use the scripts. This book and the *Introduction to Hypnotherapy Trance Scripts* and becoming a hypnotherapist who just reads scripts. I want the readers of that book to be comfortable to work unscripted who will use the scripts for ideas and for education.

Until next time
Dan Jones

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Hypnotherapy Revealed HYPNOTHERAPY TRANCE SCRIPTS

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THIRD EDITION

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- **1.** Introduction to Hypnotherapy
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- 7. Hypnotherapy Transcripts
- 8. Making A Living
- 9. The Dark Side of Hypnosis
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Introduction

Since getting involved in the field of hypnosis over 25 years ago I have been fortunate enough to have helped people with a wide range of problems from clients who want to quit smoking to people with anxiety and depression and pretty much everything in between.

In the early days I used to get a client's history and information about the problem and what they would like as the solution then by the time they came for the first session I would have written a script and developed treatment ideas to use with the client in their session. Before the second session I would have contact with the client by phone to see how they were getting on and what changes they had noticed, what improvements and what they still wanted to improve. From this information by the second session I would have written a second script for the client to help them to continue moving forward.

Writing all of these scripts became quite time consuming so I began to purchase books of scripts. None of these scripts matched my clients exactly but they gave me ideas which I could use to mix and match and get ideas from for individuals I was working with.

I stopped using scripts about a year into seeing clients, but still think they have their place as all Hypnotherapists are unique and some like scripts to help formulate ideas before client sessions, whereas others aren't so keen on the use of scripts. My view is that therapists should at most only use scripts to develop ideas and as a learning aid perhaps when they are starting out, they shouldn't be reading scripts verbatim to clients because no client will match any script, each client is a unique individual and therapists should be paying attention to the client, not a sheet of paper. Scripts are best used for ideas by those who have already trained as a professional hypnotherapy practitioner to work without scripts. The concern of doing things the other way around, learning a little and then relying on scripts first, is that scripts can become a crutch which can be difficult to let go of. Any legitimate hypnotherapy practitioner qualification will teach you how to work without needing hypnotherapy scripts because you will be learning to work with clients rather than learning how to read to clients. I think it is interesting that hypnotherapists are just 'talking therapists' like any other counsellor, psychotherapist or cognitive-behavioural practitioner, if they have been properly trained then they will have been trained in some form of counselling or psychotherapy and how to use hypnosis as an adjunct to that therapy, so they should be suitably qualified, just like any other practitioner of that therapy to work with clients without scripts. Hypnotherapy seems to be the

only field where its practitioners seem to hunt out scripts to inform what to say to clients, other counsellors and psychotherapists don't ask for counselling or psychotherapy scripts, yet the only difference between what a hypnotherapist is doing and what a counsellor or psychotherapist is doing should be that the hypnotherapist is doing the same, plus hypnosis. Hypnosis is really easy to do and doesn't require a script, but to see how different hypnotic techniques and language patterns can be integrated into counselling or psychotherapy it can be helpful for the beginner to read scripts and see how the author of the scripts combines hypnosis and therapy. You may also find research papers when searching for evidence-based ways to work with clients. Some of these papers may share about the use of hypnosis in the treatment of various problems and may state the effectiveness of that treatment. The research often uses a standardised approach so that each of the people taking part in the study would have received the same therapy. In these situations, it can be helpful to know what that approach was, what wording or structure was used so that you know for example that if you use the same approach as they used it you should get similar results. If a study said that 75% of those taking part in the study got better and everyone received the same approach and same wording, then you should be able to replicate these results and help 75% of your clients who present with that problem by just using that approach the same as was used in the research.

All the scripts in this book are based on my interpretation of an Ericksonian approach to hypnotherapy. The Ericksonian approach was covered in my last book. The approach isn't about always being covert and indirect or all about using stories and metaphors and complex hypnotic language. It's about getting the balance right and using what is right for the individual client you are working with, as mentioned in my last book Hypnotherapy Revealed: The Ericksonian Approach, the Ericksonian approach isn't therapy or hypnosis, but can be used as a way of approaching how you do therapy or hypnosis. Erickson frequently used direct suggestion and direct inductions. The Ericksonian Approach is about taking what works with each client. If the client needs to be worked with in a direct manner then do this, if they need to be worked with indirectly use this. Usually it will be a balance of direct techniques and indirect techniques. Although the scripts in this book are based on the style of Milton Erickson MD, the fact that they are scripts means that they aren't truly Ericksonian, as the Ericksonian approach is about observing the client in front of you and utilising your observations towards a goal.

From over 25 years' experience, the way I work with clients' often starts with

indirect techniques to prime ideas, concepts and mental processes and begins to activate these without the client realising that this is what I am doing so they don't resist it and then moving on to being more direct with indirect techniques being used to compliment the direct work. Because this is how I naturally work, this is what the scripts in this book are like. The scripts are also based on my approach to therapy. The Ericksonian approach isn't therapy, it is an attitude to how to work with clients, what I use predominantly in therapy is cognitive-behavioural approaches, solution focused, motivational interviewing and human givens.

Since teaching hypnosis to others, I have been repeatedly asked if I can create scripts for other therapists that they can use with their clients. Everything I'm sharing with you in this book has been used effectively with my own clients and with clients of others. Many of the scripts are based on the wording I have used with my own clients. The book was initially released in 2009 as Advanced Ericksonian Hypnotherapy Scripts. It quickly became a number one hypnosis and hypnotherapy bestseller, the second edition which released in 2011 included significant additional content bringing the book up to over 100 hypnotherapy scripts consisting of inductions, deepeners and therapy scripts and two additional sections, one teaching Ericksonian hypnotic language patterns and one teaching how to structure therapy sessions to help the reader better understand the scripts and how they fit in the wider context of the therapy the reader will be doing with their clients. This third edition has been written to fit within my new Hypnotherapy Revealed hypnotherapy books series and includes additional hypnotic inductions bringing the total to 88 inductions. Not all of these inductions are fully scripted word for word because they are inductions where you are carrying out behaviours or having to respond to the client, so what you get is the structure of the induction and guidance on what you need to do when using the induction and there is additional information about the evidence for treating various conditions and the therapeutic scripts have been updated. Although I teach hypnotic language patterns and structuring therapy sessions, it is best to have read my previous two books to gain greater understanding about hypnosis and how it works. Without this understanding some of the inductions may seem too easy or 'not enough words' to work. For example, the structure of the push down on my hand induction is that you tell the client that when you say 'sleep' they can close their eyes and relax deeply into hypnosis. You then ask the client to push down on your hand, you tell them to push harder and harder (until you see them go inside their mind to say to themselves that they can't push any harder), then you pull your hand away, click your fingers and say sleep.

Every time I have ever done this induction, what I described above is exactly as I have done it. What I do next will vary depending on the way each client responds, but I have never done the above induction with someone I have prepared or as a re-induction process, I have done it as described with people I have hypnotised before and people I have never hypnotised. Usually I have done the induction in front of audiences of students where I ask for anyone to come up to the front for me to do the next demonstration with. Obviously, being the instructor and given the setting, this increases the likelihood of whoever sits in the demonstration chair responding better than average, but it isn't the case that I am just choosing highly hypnotisable people to work with.

I mention this induction as an example of the type of thing which complete beginners can read the description of and feel that there is no way it could work, they don't believe it would work and will say they don't understand how it could work. There are many inductions like this, that to the untrained eye, on paper can appear like there is no way they could work. My previous books teach how the different inductions work.

I was initially reluctant to write a book of 'scripts' but as time went on I realised that many hypnotherapists in training and newly qualified hypnotherapists found the use of scripts to learn from and get ideas from; especially scripts they knew worked, gave them confidence and this confidence influenced their effectiveness with clients.

One of the reasons for being reluctant to write a book of scripts is that it may encourage people to stop paying attention to clients and to stick rigidly to what is written in the script as if it is 'the truth' and the way you have to do things.

From this concern I have decided to include a little more information rather than just the scripts to encourage people; especially those new to the field of hypnotherapy that are perhaps going through training to look at the client as a whole and integrate the scripts into how you work with clients rather than have the script as the starting point and trying to make clients fit the scripts.

As well as hypnotic induction scripts there are also therapeutic scripts to address different issues clients may present with in therapy. All of the therapeutic scripts are things I've used successfully during the 'hypnosis' part of sessions with clients. Most issues clients present with involve them having to develop doing different behaviours in the future, so it is common in my work with clients for me to transition from what you may read in the therapeutic scripts into having the client do some mental rehearsal of the new way they want things to go in the future before they exit hypnosis. I usually follow this up towards the end of the

session by setting tasks for the client to do between sessions to take the change work out of the therapy room and into the client's life. If you are using this book for self-hypnosis, it is useful to treat yourself as if you are a therapy client, so include mental rehearsal and set yourself therapeutic tasks, don't just expect change to happen magically without the need for taking an active role in your own personal development.

I hope you enjoy this book and find the scripts, strategies and ideas helpful in your work creating positive change in people's lives. If you find this book helpful, it would be highly appreciated and valued if you could write a review, or create your own self-hypnosis YouTube videos from the scripts and share them (if you let me know about your self-hypnosis videos on my Facebook page (www.facebook.com/DanJonesHypnosis) I can share them with others).

Before embarking on using any of these scripts in your own private practice there are some useful pointers to keep in mind:

- 1. Some clients come to therapists because they have been told to; not because they have chosen to. With these clients they are more likely not to carry out any tasks set and may come in with such a strong mind-set that they don't need your help or don't want to change or that they want the therapy to fail so that they can say they 'tried' hypnosis and it didn't work, or they don't see that there is a problem. With these clients it is difficult to help them to change using a script because they have no intention of changing. A large number of these people can be helped with hypnotherapists that are not using scripts but instead are responding moment by moment to the client as an individual. It doesn't mean that in the future these clients couldn't come back to you to be helped when they are ready it's just now isn't the right time for them.
- 2. **You don't 'fix' clients they 'fix' themselves.** You are a guide for your client. If they come to you seeking help, you can give them ideas and information but for them to change they need to do the work. For example, if you set a task and they don't carry it out that is their choice. For lasting change, the client needs to feel empowered and in control of their own situation not reliant on a therapist so they need to do the work.
- 3. **Change isn't always instant.** For lasting change, oftentimes other things need to happen outside the therapy room. For example, someone may want to quit smoking but may smoke when they get stressed. They

may expect 'you' to stop them smoking instantly but the thing causing them stress may not yet be dealt with or they may not have mastered relaxing in a new way. This can all take time and so if they just quit at the end of the session they are likely to fail because once they get stressed they will resort to what they know and start smoking again. If on the other hand they practice a relaxation technique and also deal with the situation that is causing them stress then they will be in a better place to quit. In many cases the client may not get the result until months later when the time is right. I worked with someone that had a fear of success and had a dream about what she wanted to do. It was going to take some hard work on her part to make the dream a reality and her fear of success came from a lack of confidence which was due to a lack of knowledge and skill about what she needed to know. After the session she didn't think things had changed; a few weeks later she still maintained 'it didn't work' because she was still nervous about the success she wanted. She then 'forgot' about our session and just carried on with her life; following her dream; learning more and becoming more skilled. Then a year later a friend of hers contacted me and told me she is living her dream. It all played out as I had expected. She went through all the stages I had expected and built on all the seeds sown in the single hypnotherapy session that we had had. I had explained to her friend just after the session what I had done (they were a hypnotherapist in training and observed the session for training purposes and we discussed the session afterwards) and what I expected to happen. The one thing I couldn't answer was how long it would take her to go through all the necessary stages as she would have to find opportunities to attend courses and learn new things.

- 4. The scripts in this book are best used as guides. Every client is an individual so the best way to use and read the scripts is to keep the essence of the script whilst adapting the wording to suit each client. You can also mix and match scripts to include what would be best suited to the client you are working with. If a specific suggestion, metaphor, induction or task seems like it would be good for a client you can use it and edit it into the 'main' script you are using.
- 5. **Make sure your client understands what hypnosis is and how it works.** Make sure they understand hypnotherapy isn't a 'quick fix' therapy. I often ask clients how quickly they expect the changes to take before they begin to notice the improvements. This gives me the

opportunity to discuss any unrealistic expectations they may have. If I know a client is unlikely to be a non-smoker instantly because they have other issues to sort out and they tell me they expect to instantly be a non-smoker then I would discuss this with the client until we get some agreement on how long it is likely to realistically take, what stages the client may well go through and if they may have any relapses I will discuss with them how it is okay to have a few relapses, what they can learn from them and how they can get back on track again to move on. I talk about how in the session we lay down new patterns of responding in the brain and that these new patterns need strengthening and reinforcing to make them become habitual and some of the patterns may need specific events to happen before they become active. I often mention that sometimes suggestions and ideas need time to seep through from outside of their awareness to in their awareness because they need time to be understood and incorporated fully before they can be used.

How to induce a hypnosis

Hypnosis is induced by focusing attention (it could be on a spot on the wall, or on a thought, or on a rhythm, or on almost anything else).

Hypnosis or trance states can be induced in many different ways:

- By confusion followed by a solid suggestion (utilising the orientation response).
- Pattern interruption, (like handshake inductions) these trigger the orientation response by creating confusion as the correct pattern isn't happening so the client takes their cue on what to do next from the hypnotist.
- Shock inductions (like stage hypnotists frequently do, these set off the orientation response requiring a clear suggestion to follow).
- Relaxing the muscles (which are part of the process for falling asleep and accessing the rapid eye movement (REM) and non-rapid eye movement (NREM) states and it is also something to focus attention on).
- Deepening rhythmic breathing (part of the process towards accessing the REM and NREM states and focusing attention).
- Visualisation (part of falling asleep and dreaming accessing the

REM state).

Everyone uses hypnosis all of the time. When people think about winning the lottery and what they would do with the money, they are visualising which induces a light trance. Smokers may go into a trance when they focus on the cigarette they are having and they take deep breaths as they allow their muscles to relax. When people have cravings, they enter a trance as they become so intensely focused on what they crave. When people get angry they focus on what is causing the anger. When people get depressed they focus on worrying and negative thoughts.

Hypnosis CAN be induced in pretty much anyone

If you hypnotise people using a scripted or structured induction then that induction is likely to have varied results depending on who is being hypnotised. Some people will respond well, but others may not respond at all because the script or structured induction isn't right for them. Often in hypnosis research structured inductions are used so that researchers can properly evaluate and evidence the effectiveness of an approach. If they tailored the approach to each research subject then they wouldn't be researching the effectiveness of a specific approach because they varied the approach with each person.

Using the same approach on everyone doesn't work because people are all different. For example, some people might feel uncomfortable with an induction that guides them down in an elevator so they won't engage with it, but that same person may love sailing and if the hypnotist has them imagine what it is like to sail and focuses on the experience of sailing then the person may become deeply absorbed in this experience and increase their responsivity. So, to be able to hypnotise pretty much anyone the hypnotist needs to tailor what they do to the individual client, this goes for the approach used and to the way the approach is used, like the pacing of the induction, the voice used, how silence is used, how hypnotic language is used or not used.

My first book in the *Hypnotherapy Revealed* series covered how to do hypnosis and the second book taught the Ericksonian approach. Both of these books go into far more detail than we are going into here, so are useful to read for those who want to dive into how to do hypnosis and how the Ericksonian approach works, reading those books will give you a greater understanding of the scripts in this book.

Some types of induction are:

- Conversational (overt & covert)
- Pattern interrupt
- Embedded-meaning/metaphorical
- Confusion
- Directive

Conversational Inductions

Conversational inductions are induction's that initially start with an ordinary conversation. They involve embedding suggestions and utilising on-going experiences or events to induce hypnosis. It could be embedding suggestions in a conversation or feeding back what a client says to deepen their experience.

An example of an overt conversational induction

As you sit back and begin to feel comfortably relaxed (embedded commands in italics), I would like you to let those eyes gently close...that's it (acknowledging the client closing their eyes)...recognising that with those eyes closed you can drift pleasantly inside, accessing memories, past experiences or other meaningful events when you feel good...now you can take a few deep, refreshing breaths and as you release those breaths you can drift even more deeply into hypnosis...etc.

Pattern Interrupt Inductions

A pattern interrupt induction is where you interrupt a clients' pattern of behaviour. This triggers a response in the client for them to want to complete or have a resolution to the pattern. Clients will often take the lead of the therapist at this point just to get a resolution to the incomplete pattern. This could be interrupting someone mid-sentence, it could be interrupting a handshake or any other automatic behaviour.

An example of a pattern interrupt induction

Interrupting the pattern of a handshake example:

"Hi, I'm Dan (hand goes out; clients hand comes to meet it. I take it with my opposite hand, raise it with the palm facing the clients face then slowly start moving their hand toward their face)...and as that hand continues to move closer to your face all by itself you can begin to notice the change in the focus of your vision...and as the vision changes you can notice how heavy those eyelids are getting...and you don't have to go all the way into hypnosis until that hand comfortably touches the face..." etc.

Metaphorical and Embedded-Meaning Inductions

Metaphorical and embedded-meaning inductions use patterns within stories to convey what is expected of the client, for example the metaphor of walking down stairs could be used to give the pattern for going deeper into hypnosis, or the metaphor of looking out from the top of a mountain could be used to give the pattern of gaining new perspective on a problem. It is common to also embed suggestions within the induction.

An example of a metaphorical induction

Take a moment to close your eyes and with your eyes closed you can *begin to relax* and as you relax you can have a sense that you *go on a journey* one day and as *you take this journey*, you are walking out through the woods and while you walk through the woods, you can wonder about different things, you can wonder about what it is you have got to do later, you can wonder about a conversation you had earlier or the previous day, you can wonder about someone you are going to see later in the week and a part of you can also be aware of, the sounds around you, also aware of the feeling of each footstep you take as you walk through the woods and aware of the sounds of the rustling leaves and noticing the dancing light, as it shimmers through the trees.

And while you are out on this nice, relaxed walk, you are searching for a lake, you have never visited this lake before, you have been told that if you come out into this wood you can discover a lake, a lake that will help *you find some inner discovery* and you can be curious what inner discovery you can get by finding this lake. So, as you continue walking, you notice rabbits hopping around, you notice birds flying, you notice butterflies and bees going about their daily business; popping in and out of different flowers.

And you don't know what kind of inner discovery you are going to gain at the lake and what it is about the lake that will help *you find that inner discovery*, you just know it is what you have been told. So, you walk along the path *going deeper* into the woods and as *you go deeper and deeper* into the woods, so *you relax more with the experience*, that kind of daydream relaxation that you have, as you are walking along, where your mind is wandering and feeling pleasant, where the day just *feel so pleasant*, that you just *feel so relaxed*. And while you wander along you hear someone further along the path, so you keep walking, you are curious who that person is going to be and as you get closer you can hear their voice speaking louder.

And then as you approach you notice, a man dressed in nondescript clothing, a man who can just blend in anywhere, he even seemed to almost blend in here, if it wasn't for his talking. And because you are walking through the woods and there is only you and this man, it is only polite to say hello, as you walk past. And as you walk past and you say hello, so the man responds to you. "Do you know where you are going here in the middle of nowhere?" The man asks.

You think you understand what the man says as you experience a little confusion and you tell him yes, you are trying to find the lake and he responds "Yes, you are trying to find the lake and the lake is in the middle of nowhere and nowhere is where you are going and you will know where you are going when you discover that nowhere is here and here in the middle of nowhere is nowhere. And some people try to travel to somewhere and other people try to travel to anywhere, but you're not trying to go somewhere or anywhere, you are here nowhere and as you walk around here nowhere, you should be able to find the lake you are looking for. Because the lake you are looking for is nowhere, but in your mind." And with that, the man began to walk away leaving you feeling a little confused.

And so, you continue to *walk along the path* looking for the lake and you don't know where you are going exactly, but you know that you will find the lake *following this path*. So you continue looking along the path, *going deeper* into the woods and as *you relax deeper and deeper* into the woods, so the, woods appear to, become thicker and denser and that makes them become slightly darker which helps you to notice as you turn a corner on the path, that there is a clearing off in the distance which is much brighter over there and you don't pick up the pace or speed up in anyway just because *you notice the clearing*, but you now know where you are going. You are confident that in that clearing you will find the lake that you are searching for. And as you walk along towards that clearing, so you have the words of that man going around in your head.

Nowhere, somewhere, anywhere. You think to yourself quizzically. Nowhere, somewhere, anywhere.

You don't know exactly what he was on about, but in the same way when you meet someone and you can't remember their name but you know you know their name and the harder you try to remember their name, the harder it becomes to remember and then you just put it out of your mind and you carry on with other things and their name springs up in your mind a little while later, you know the same thing will probably happen here and if you carry on with the journey and you put what that man said out of your mind, the answer will spring up in mind when the time is right, there is no need to try and force it, the answers will come through when the unconscious has worked it out enough to let you know.

Directive Inductions

Directive inductions are directly telling a client what you want them to do, part of the challenge with them is that some people can feel the hypnotist is being controlling or forceful. There is also a greater chance of the induction mismatching the clients' experience. If you say "your eyes don't work" and the client tries to open their eyes and succeeds, then you were wrong and this doesn't match the clients' experience and can impact on future success with the client.

An example of a directive induction

I'm going to shake your hand three times...the first time your eyes will get tired...let them...the second time they'll want to close...let them...the third time they'll lock and you won't be able to open them...want that to happen, and watch it happen...now...1...2...now close your eyes...now 3...and they're locked and you'll find they just don't work, no matter how hard you try...the harder you try the less they'll work...test them and you'll find they won't work at all...

Confusion Inductions

Confusion inductions can be done in many ways, I used some confusion in the metaphorical induction example above. Confusion is often used to some extent in most inductions, but you can build an induction entirely around confusion,

rather than just adding confusion into the induction. When someone is confused, they seek clarity and are more likely to accept the way out of confusion offered by the hypnotist as long as it isn't done to the extent that they get annoyed and decide to escape the confusion themselves, for example, by walking away.

An example of a confusion induction (used within a story)

One afternoon a woman set out looking for her friend's house. She was tired and not really paying attention until she got halfway there and realised she'd lost her way. She checked her map for directions, holding her bag in her right hand using her left hand she lent right down and left her drink on the ground right by her left foot. Then reaching right across her side with her left hand to the right pocket of her bag she discovered the map wasn't there so she took her left hand out of the right pocket deciding the pocket must be wrong and that one of the pockets left must be right. She checked one of the pockets left which wasn't right and then another pocket she thought must be right leaving only one left when she discovered that wasn't right either. She now knew it must be in the pocket left which was on the right-hand side of the bag. She was convinced this pocket left must be right. She checked the pocket discovering the pocket left was indeed right and took out the map. She then lent right down and with her left hand picked up the drink stood right up and left on the *rest* of her journey.

Naturalistic inductions

Probably the easiest way for a beginner to induce hypnosis in someone is to use a naturalistic approach. A naturalistic approach involves talking about everyday trance states. As you talk to a client about everyday trance states they will be familiar so will rapidly start to enter trance. If you do this utilising hypnotic language the effects will be even greater.

To focus attention you can have clients talking about something that they are interested in. In the old day's hypnotists would tell the client what to think and what to focus on. To induce a trance you need to focus attention but it doesn't matter what you focus that attention on. That is one of the beauties of naturalistic inductions. Hypnotists used to use swinging watches, stroking, telling the client to look at a spot or a candle. Modern day hypnotists get clients to focus on issues, thoughts, comments, or even the process of their problem. One quick way

to hypnotise a smoker for example, is to ask them to tell you the process they go through when they smoke.

It can be helpful to utilise naturalistic phenomena. Almost anything can be used to achieve goals. If you want to lead to a trance state you can use naturalistic phenomena leading to trance, like sleep, day-dreaming, a leisure activity. If you wanted to evoke a hypnotic phenomenon then you can use examples of times that they have happened naturally like numbness — sleeping on an arm or holding snow, or amnesia — forgetting someone's name or being interrupted midsentence.

Creating responses this way will then come from within the client so they will be more powerful. It is completely different telling someone to laugh uncontrollably than reminding them of times they found themselves laughing uncontrollably.

You can encourage the client to talk about something they enjoy doing that makes their mind wander and as they talk about it they will begin to go back into that same state of mind again. When you hypnotise someone, you want to communicate in a way that will encourage automaticity rather than conscious effort or control. There isn't really such a thing as a conscious mind and unconscious mind as often talked about, but these ideas can work well when doing hypnosis. The reality is that there are things we are consciously aware of and things we aren't consciously aware of. We have some processes which are unconscious processes, like our blinking, cell division, heart beating, and things which we may or may not be conscious of like certain memories, feelings and sensations. We don't have two minds, but have one brain. I prefer the term nonconscious, simply to refer to what someone isn't consciously aware of and rather than use the term conscious mind, I prefer conscious awareness – those things which in this moment you are aware of. When you are communicating in a way that encourages automaticity, what you are doing is communicating in a way that conveys that you aren't asking a client to do something with volition but instead for them to be a curious observer about what is happening.

There is a difference between saying "I want you to lift up your right arm" and saying "I wonder how that right arm will lift?" or "And you can just let that right arm lift in its own way". The second and third sentences encourage the idea that the arm will move without the client taking a conscious role in lifting the arm, but rather that they will be an observer of the arm lifting. In reality conscious control, or free will is an illusion, everything happens automatically, but we give ourselves the illusion that we had conscious involvement in some things. The conscious experience of deciding to do something is just a retrospective

experience, by the time we experience a decision to act, we have already decided to act in a particular way. With hypnosis, you are encouraging behaviours and thoughts to happen just like normal, but in a way that the client doesn't give themselves the feeling that they did the behaviours. An example could be that if you told someone to block balls being thrown at them, they would feel like each move to block the balls was a conscious choice, they would think "the ball was coming at me so I decided to move my arm to block the ball". The ball is coming at them and they feel like they intentionally move to block each ball. If you did the same experiment but didn't give any instructions, you just started throwing balls at the person, they would still move to block the balls the same, but wouldn't have the experience of deciding to move to block each ball, their arms would be coming up automatically in both cases.

Other useful ways for beginners to induce hypnosis and do effective therapy

- Encourage someone to talk about their problem without using words relating to the problem, then use this to help do treatment. This can allow you to work completely metaphorically. You can use the metaphor clients give for their problem and then just get them to play out the metaphor to a positive conclusion in the clients' mind.
- Utilise everything don't think of anything as failure. If a client doesn't give the response that you expect, then utilise what they do give you and acknowledge that what they are doing is what they need to do to achieve the desired goal. For example: If a client says that they can't relax enough to go into hypnosis, then say something like "How did you know that you needed to have a little tension there to be able to do good effective change work?"
- **Time your rhythm to the rhythm of the clients breathing.** This is probably one of the easiest ways to increase your effectiveness at altering someone's state. If you match their breathing and talk with the client's outbreath you can begin to slow your breathing down and begin to slow down what you say and they will begin to relax deeper. This is because breathing is such a fundamental part of life that if you match it you quickly begin to build rapport with the client non-consciously.
- Use fractionation. Fractionation is a technique where you take the

client in and out of trance repeatedly which deepens the trance each time they enter the trance. This can be done simply by asking the client to open their eyes then close their eyes again and perhaps suggesting they "go deeper". Or you could ask them to recall something; then bring them back to the room; then again have them recall something and keep repeating this. Fractionation was created because hypnotists noticed that each time clients came into a session and were hypnotised they went deeper and responded faster than they had done on previous sessions. It was realised that they didn't need to have a big gap between sessions, the same thing occurred if the client was repeatedly hypnotised during one session.

• **Feedback what the client says as suggestions.** For example:

Client: 'My left hand feels heavier than my right'

Therapist: 'Your left hand feels heavier than your right!'

By doing this you are telling the client true statements; which helps to deepen their state and you are utilising on-going behaviour and comments to lead to the desired outcome.

• Take the client to the future to when they no longer have the problem and ask 'what happened that helped you?' The psychiatrist Milton H Erickson MD would often have clients imagine they are in the future after they have overcome their problem and while in the future, he would ask them what had happened that helped them to successfully move on from the problem. After he did this and they told him how they got better, he would bring them back to the present and guide them to do the therapy they had suggested.

An Introduction to Ericksonian Language Patterns

In my book *Hypnotherapy Revealed: The Ericksonian Approach* I go into more detail about the Ericksonian approach and Ericksonian hypnotic language patterns, but for those who haven't read the previous two books in the series, *An Introduction to Hypnotherapy* and *The Ericksonian Approach* I wanted to give an overview of some of the language patterns that are used throughout the scripts in this book so that as you read them, you have an idea of how they are being used and why.

Agreement set

The agreement set is a language process that gets agreement from the client. This agreement deepens rapport and makes it less likely that the client will disagree in the future as they are in a pattern of agreement. It also builds client responsiveness.

The usefulness of this is that if the client is in a state of mind where they are agreeing to what you are saying and they are being responsive, then when you say something that the client may not entirely have agreed with previously they are more likely to do so now.

You can get agreement by having the client say or think yes or no. For example, you could be recapping information on a referral form with the client. "So, your name is... and your address is... and your date of birth is..." and that has already got three agreements when they tell you that information is correct. It is three agreements whether they verbalise their answers or not. The agreement can be implied. The therapist could say those statements as if to themselves recapping what is on the referral form, rather than to the client for a response. Getting a 'no' response can also be agreement, for example, saying to a client "you wouldn't expect to go into hypnosis until you are ready?" Which is likely to get a 'no' response but that 'no' mean 'yes I agree with you'.

Any time you are going to say something you want agreement with, it is best to say two or three things first that you know they will agree with to pace the client. Make sure these things are truisms. So, you may say "you have come here today...and you would like me to help you...and you've been relaxing for a little while now... (all truisms getting 'yes responses') and you can make the necessary changes in your own unique way (likely to also be agreed with in context with the other yes's but not necessarily a true statement, you are leading the client)".

Linking Suggestions

Linking suggestions are suggestions that build on each other. They link things together that may not always be connected in reality; making it seem like because one thing has happened or is true the next thing should also then happen or be true.

The two main types of linking suggestions are compound suggestions and contingent suggestions. With compound suggestions often, the linking is done with an 'and' or with a pause and the first part is a truism 'pacing' statement

whilst the second part doesn't necessarily have to be true but it leads. To start with it is often best to use pacing and leading truisms and then pacing truisms and leading with things which are likely to be true or undeniable. As far as possible use things that are true or undeniable. Sometimes this can just come down to a slight change of wording. If you say "you will relax" this may or may not be true, you could say "you will relax" and they may not relax. If you say "you can relax" this is true, everyone can relax, but in the context of a hypnosis session there is an increasing likelihood that they will take this as a presented idea to relax and they relax, but if they don't relax nothing has been lost because you never said they had to relax and because the hypnotist is responsive to the client, if the client doesn't relax when this idea has been presented then they are likely to pace what the client is doing and lead this and stop the focus on relaxation.

One thing I find clients often say is that their experience is like a gentle journey. This is because, with compound suggestions, almost every sentence from first meeting the client, to the client saying goodbye is like one continuous sentence from wakeful awareness, into hypnosis and back to wakeful awareness.

Example compound suggestions:

"You are looking at me and you can relax"

"You can relax and think of memories from the past"

"You can be thinking of memories from the past and wonder what you can learn from them"

As you may have noticed above you can also use compound suggestions to guide people from external reality to internal reality. Above I started with what I could see (they are looking at me - which also means they are focusing externally). Then I mentioned they can relax which begins to direct their focus internally. Then thinking of memories deepens the focus on the internal reality and less on external reality. Then finally had them wonder what they can learn from this which increases the focus on having to now find something to learn.

With contingent suggestions the linking is often done with a time-based word like 'before, during, after, as, while'. Like with compound suggestions they often start with truisms and then lead the client in a specific direction (pacing and leading). Another pattern that can be used is 'Don't...until' which works well for people that are more likely to be resistant. With this pattern you are giving the client permission not to do something now, or for something not to happen now, but implying it will happen at some point in the future. It can give an illusion of choice and freedom. For clients who don't like being told what to do,

they often do what they have been told not to do sooner because you told them not to do something now.

Example of contingent suggestions:

- "You are reading this book as you hear your internal dialogue"
- "As you hear your internal dialogue you can be curious about what you will be learning"
- "Before that curiosity can deepen into unconscious learning you can read some of the scripts in this book"
- "Don't let full unconscious learning happen until you have finished reading"

Or creating a contingent suggestion out of the compound suggestion used before:

- "As you look at me, you can relax"
- "As you relax, you can think of memories from the past"
- "As you think of memories from the past you can wonder what you can learn from them"

Embedded commands and suggestions

Embedded commands and suggestions are where part of the communication is marked out for the client to pick up on and respond to non-consciously. This could be done with a gesture, a head movement, a tonal shift, or a touch. As long as the marking out is done consistently the client will pick up on it, ideally non-consciously.

Some example of embedded commands could be (*embedded commands in italics*):

- "I don't know whether...you will discover...that...you relax deeply...as you listen to my voice...or whether ...you will discover...that...you become more fully absorbed in your internal experience with each out breath..."
- "Someone asked the other day how...you go into hypnosis...I began explaining to them the process of how...you go into hypnosis...I explained that firstly the client will be looking at me while I talk to them and probably won't notice at first how...the breathing begins to slow down...and as they...begin to relax...I continue talking to them and they...go into hypnosis easily and effortlessly..."
- "I remember travelling on a plane and discovering how high up we went...it was so difficult not to just...*close your eyes and fall asleep*...with the sounds in the cabin and the lights turned down...I couldn't help myself...*drifting off*..."

What you probably notice is that the embedded commands in the examples above are surrounded by linking suggestions and agreement and truisms.

Double binds

Double binds are a class of language pattern where you are offering illusory choices to the client. It doesn't matter which choice they follow the outcome will still be the desired one. With double binds the outcomes are non-conscious so the client has little chance to sabotage it. Whereas binds are a conscious choice which can easily be sabotaged.

Bind: "Which chair do you want to sit in to go into hypnosis?"

Double Bind: "I wonder whether you will sit in one of the chairs, remain standing, or do something different as you drift into hypnosis?"

The client can easily avoid being caught in the bind by standing or lying on the floor or just flatly deciding "I'm not going into hypnosis (or "I don't want to be hypnotised")".

The double bind leaves it open for almost any response to occur for the person to enter hypnosis. "do something different" could mean almost any response; and "as you" being used instead of "to" means it is going to happen the question isn't if it will happen, it is what will you be doing whilst hypnosis is developing.

Clients can still decide that they don't want to be hypnotised and could walk away, but if they are engaging it doesn't sound so forceful or manipulative and because it focuses on curiosity about how hypnosis is going to happen, rather than whether hypnosis is going to happen, most people engage with the curiosity.

Some more examples of double binds:

"I wonder whether you go deeper into hypnosis with the sound of my voice or the spaces between my words?"

"Which hand do you think will lift as you drift into hypnosis or do you think neither hand will move?"

Metaphors

Metaphors, stories and analogies are a useful tool in hypnotherapy because they allow the hypnotherapist to prime for things to take place and to lay down and work with the pattern of the problem and solution. For example; if you want an arm levitation you can prime it in advance by talking about being desperate to

politely get attention in class at school or reaching up to put shopping away or hailing a taxi or stopping a bus. All of these stories seed or prime the client with the idea of arm levitation making them more likely to do it as those patterns in the mind are activated.

If you wanted to help someone forget pain you could talk to them about being in a cinema and needing the toilet as they enter but getting so engrossed in the film they forget they need the toilet. Or having fun playing as a child and not noticing any bumps and bruises or cuts until later when you are home. Again, these stories then activate related processes.

Stories also allow you to lay down future useful patterns. If the answer to the problem is to be patient you can tell a story that gives this message. If the answer to a problem is to relax you can lay down this pattern. You could lay down a 'relax' pattern by talking about a stick floating on a river that gets wider and wider and as the river gets wider, so the water slows down and isn't as rough and the stick floats slower and more gently. Or you could talk about a friend that had a situation at work that really was annoying them and how they overcame this. This second option would mirror the client's situation and offer a potential solution or way of approaching the situation. You can also talk about past successes you've had with other clients in similar situations and what they did to move on.

Presuppositions

Presuppositions are where you assume that something will be happening. This can be done overtly or ideally more covertly. For example; if you say "I wonder how you will go into hypnosis today?" you are implying the client will go into hypnosis You are expecting it. All you are asking is how that will happen not whether it will happen or not. The therapist can say things like "before you make those changes, I just wanted to ask you a few more questions" which implies that the client will be making the changes. Generally, when done conversationally and in-line with what client's want and in a way that doesn't have them feel negatively manipulated, client's go along with the presuppositions and focus on the rest of what has been asked, so in the first sentence they focus on the curiosity about how hypnosis will occur, in the second sentence they focus on agreeing to be asked a few more questions and on then answering those questions.

Structuring a Therapy Session

The model I use or keep in mind when I am doing hypnotherapy sessions is the RIGAAR model, developed by Joe Griffin and Ivan Tyrrell within Human Givens Therapy.

The idea of the RIGAAR model is that it gives a structure to work from. It is a structure that includes the areas that you will need to cover when you are working with a client, but not all of the parts have to be done in order, and often you may be doing many parts of the RIGAAR model simultaneously. The idea is that you aim to do all of the parts to gain the best results. This is a hypnotherapy scripts book and so some readers may be wondering why there needs to be a section on structuring therapy sessions and may have been wondering why I have covered how to induce hypnosis and information about hypnotic language patterns etc., the reason is that what you do with the hypnotherapy script doesn't happen in isolation from the therapy and scripts aren't just about the words on the page, but also about how you present those words to the client and what words you choose to use. Hypnotherapy isn't just reading a script that suggests the problem away and then hoping that the client no longer has the problem, hypnotherapy is psychological therapy that is tailored to the individual client, utilising hypnosis.

This is where RIGAAR is helpful, as it gives you a framework for what you are doing and can help you to see where the 'hypnosis' fits in the hypnotherapy. Even if you are using the scripts for self-hypnosis, RIGAAR is helpful.

RIGAAR starts with **Rapport Building**, this is essential and does have to be done right from the beginning and maintained until the end. Next comes **Information Gathering**, this again will be done throughout because client's will always be giving you information, whether it is about what they like or dislike or about an interest or any number of other useful bits of information and about how they are responding to the ongoing experience. Clients will be giving you plenty of information about the structure of the problem and potential solutions and important information about their problem and solutions.

The next stage in RIGAAR is **Goal Setting**; this will be done fairly early on depending on your questioning but will become clearer and more specific as you gather further information, for any therapy or coaching you need to know what the goal of the therapy or coaching is. In the goal setting stage, you want to know what the client wants, rather than what they don't want and how they will know when they have got this. Then comes **Agreeing a Strategy**, this may be done with or without the client's knowledge. Really it is a stage for clarifying

what they want and what the steps are to achieving that.

The next stage is **Accessing Resources**; again, this will take place throughout as the client offers different resources to you, and as you discover or notice resources, but you may well also be intentionally eliciting certain resources. If a client needs to be confident in a situation then the therapist may access times the client has felt and experienced confidence, if they need to be assertive, then the therapist may help the client find and access times they have been assertive. If they need to be able to quit something and stay stopped then the therapist may help the client to find times they have done this in the past. The therapist could access resources like the fact the client has friends, or a job, or goes for walks, or has a hobby, whatever is relevant and could be used for helping the client with their presenting problem.

Lastly is **Rehearsal**, this stage is where you help the client to imagine the future positively with their desired goals and perhaps on stages leading to the desired outcome. This may be done to some extent throughout the whole process but is definitely an important part to fully do at the end so that the client can leave having clearly practiced a preferred future. It is this rehearsal stage that is where you will do the 'hypnosis'. This is where you will have the client mentally rehearse changes and whilst they are in a focused, relaxed, receptive state of mind you can present the 'hypnotic script' information to the client when their mind is most primed to receive it. This is the time when you may explain to the client that you will guide them into a state of mind where they can rehearse future success, recap useful information from the session and where you will present useful ideas and information to them that will help them to move forward. You may then do the induction part of the script, followed by the 'therapeutic script' or the mental rehearsal (the order you do these will depend on your preference as a therapist and what is the best order for your specific client), then the 'exiting trance script'.

Following all of the stages of RIGAAR the therapist would round up the session, perhaps setting tasks based on what has emerged in the session of things the client can do between this session and the next, also checking in with the client to see how they are, to see that they know what their next steps are and check that they are okay to leave the session (not drowsy or in an emotionally difficult place, etc).

Understanding the Scripts in This Book

Before we move on to the scripts themselves I would just like to take some time to explain about how to read the scripts to your clients; how they are written; and how to practice 'saying' the script in the most effective manner.

"...' – When reading the hypnotherapy scripts, you will notice that I have added in "...'s between certain words and phrases. These dots indicate a pause in your speech. If the pause is for more than a few seconds I will usually give a suggested pause duration in brackets. This doesn't have to be stuck to rigidly. The best way to know how long to pause is to watch the client. If the pause is recommended to last for more than a few seconds you can judge how long the individual you are working with might need to do the internal work required of them during that pause. If it is quite a long suggested pause like a minute or more then you can pause for much longer than this if it necessary. I usually pause until I see physical signs of a shift in internal focus for example noticing movement or a change in breathing or skin colour. Where the pause maybe 5 or 6 seconds I mark this with an extra set of "..."s.

'Italics' – Words and sentences that are written in 'italics' should be given added emphasis. You can practice what works best for you when adding this emphasis. Some people like to speak a little softer as they say these words or sentences others like to change their tone of voice a little up or down; and some people like to speak them with more clarity or slowing down their rate of speech on these words and sentences. The words and sentences that you emphasise stick in the mind of the listener like a deeper level of communication. These become embedded commands or suggestions that often go unnoticed consciously by the client yet they pick up on the pattern and so take on board these marked out words and phrases as an additional layer of communication.

Another way of adding this emphasis is to move your head as you talk so that the location of your voice is different when emphasising words and sentences compared to when you are communicating more to the clients' consciously. The head movements could be leaning slightly to one side as you give the suggestions, or if you are reading the script to the client you could look up when giving the suggestions.

The scripts often include information that is designed to prime the client for

what is to come or to activate a specific mental process prior to requiring it. This can be done using metaphors or examples or even provoking internal wonder around an idea. By priming clients before needing a response from them you increase the likelihood of them responding to what you are doing.

The best way to practice how to read hypnotherapy scripts effectively is to record yourself reciting the scripts and then listen to the recordings. You can then make adjustments to get it just right.

These adjustments will make it just right for you and not necessarily for the client but they will begin to give you practice of adapting how you say the scripts and what definitely doesn't work for you. For example, most people like scripts to be relaxing and to make them feel calm. This involves speaking with a calm voice and speaking slowly and gently and giving the client time to respond. Silence is an important part of doing hypnosis. When you listen to tracks you make you can adjust how long your periods of silence are and see what works best for you to allow you to keep up with the track. When you are face to face with a client you can observe them closely and watch for relaxation and tension and adjust your speed accordingly. You can do the same with silences. You can remain silent until you notice subtle signs of movement. These are often cues to let you know they have now done any internal work asked of them and are ready for the next step.

As you hypnotise people and give therapeutic suggestions clients become more responsive and enter a state of heightened awareness. In this state they pick up on your thoughts and emotions (although they may not be consciously aware of this). Because of this you need to be congruent in what you say and do. If you want them to relax you need to relax and speak in a relaxing tone of voice. If you want them to exit trance you need to begin to be fuller of energy, and speaking in an increasingly wide-awake lively manner. If you want them to be curious or excited you need to get into a curious or excited state first and convey this through your voice.

Because clients enter a heightened state of awareness you need to believe 100% in what you are saying and doing. If you have any doubt then this doubt will be communicated in your voice and in the way you present yourself which will add doubt to the client and make the work you do less effective, so approach everything you do with a sense of expectation. Expect that the client has the skills and abilities to succeed. If you believe in the client they can begin to believe in themselves.

The next chapter will include a selection of hypnotic inductions and deepeners

that you can use with your clients.

Many people wonder about how deep the client has to be; whether they were in a trance or not and whether they fell asleep in the session or not (which in my experience is very rare. I used to think people were falling asleep but they always came out of hypnosis on cue and 'got better'. I then realised they just became so absorbed in the experience they appeared asleep. On rare occasions people have fallen asleep but it has always been people that were desperate for sleep that perhaps had insomnia and never seemed to be able to relax enough to sleep well until they were hypnotised. For these people their brain clearly prioritised sleep above any work we were going to do together).

The depth of trance in therapeutic hypnosis isn't much of an issue. The most important thing is focus and response attentiveness. That is; you are looking for the client to be following your lead and focusing on what you are wanting them to focus on. As you talk with the client you can notice whether they are responding to you or not. You can see if they are nodding to things you say; notice whether they are focusing on you or looking around the room and fidgeting; etc. If they aren't focusing well you can be direct in getting their attention by suggesting they look at you uncross their legs and put their feet flat on the floor (or any other change of posture that you can suggest). You can reflect back what they say and ask them 'is this correct' so that they have to pay attention to what you are saying. You can talk softer and quieter so that they have to pay closer attention to hear you. All of this will increase the focus and response attentiveness of the client.

In hypnosis it is helpful to see nothing is failure just something else to utilise. That doesn't mean things always work, but it is more helpful thinking this because then you are more likely to try to use responses you get, rather than give-up when you get undesired or unexpected responses. If for example a client opens their eyes and they weren't supposed to then you can suggest "that's right" acknowledging that they have just done the right thing by opening their eyes. And then follow that with a suggestion for eye closure and going deeper. If they say they don't feel comfortable closing their eyes or they keep opening their eyes then you can suggest "or would you prefer to look up at that spot on the wall and keep those eyes wide open as I talk to you". This instantly utilises the fact the client doesn't want to close their eyes and instead of thinking you are failing or that they are being a difficult client you are focusing their attention and if they look at that spot on the wall and keep their eyes open they are also then being responsive to you again.

As you hypnotise people it is usually best to speak slowly and clearly in time

with the clients breathing so that you talk as they breathe out and you breathe in as they breathe in. This is especially useful as you guide the client into hypnosis. As you guide them out of hypnosis it is useful to speak on the clients in-breath so that they pick up on the different pattern. Generally, I like to try to stick to speaking on the client's outbreath throughout the induction and 'therapy' part of the session. I don't use scripts, part of the reason for this is that there is very little distinction in the work I do between induction and therapy. I don't normally do formal inductions, so often the client doesn't know when the hypnosis begins or when the therapy begins and I respond to the ongoing feedback and behaviour of the client so I don't know what I will be saying or doing from moment to moment as it is all dependent on the client sitting in front of me.

In the next chapter you will notice that the inductions and deepeners are broken into sections; induction introduction; type of client; induction; deepener. With your clients you can just suggest they close their eyes and then just take an induction from the induction section. Or you can make it a little more specific by including an introduction section and targeting the type of client you are working with and if you want to you can include a deepener before moving onto the 'therapeutic section' where you can select one of the scripts and finally the exiting hypnosis stage.

By breaking down the scripts into parts like this means that if you know of specific inductions you like from other books or courses or that the client likes, or if you are comfortable just responding to the client in front of you, you can use those instead and just add in the therapeutic section from this book.

Many of the scripts follow on from scripts from the previous section where possible. You can change the wording if you decide not to include scripts from certain sections or feel slightly different wording would work best for your specific client. For example, the inductions don't usually mention closing the eyes because this is often in the induction introduction so if you skip the introduction then you can ask the client to close their eyes before reading the induction, and some inductions involve closing the eyes as a key part of the induction, or involve having the eyes open to do the induction, so the wording would need to be altered to account for this if you use an introduction. Likewise, all the inductions end in the same way so they can flow into the next stage. Again, you can change this if you have a preferred way of doing things.

Each individual induction element may appear short, but it is just an element. On average in an hour or two hour long therapy session the 'hypnosis' part is likely to be about 15-20 minutes long. It could be longer or shorter depending on

individual clients and circumstances but this would be an average length for the hypnosis element. This 20-minute 'inner-work' process matches the 20 minute rest phase of our Basic Rest and Activity Cycle (BRAC) which is an Ultradian Rhythm we go through taking 90-120 minutes all day every day. When you take all the relevant elements they equal a hypnotherapy script that is about 20 minutes long.

Here is an example of a script created from scripts in this book so that you can get an idea for how the script elements fit together to create a whole full-length hypnosis session:

(Induction Introduction) Induction introduction for clients that haven't been hypnotised before

As you...allow your eyes to comfortably close...I'll explain a little about what to expect as...you enter hypnosis...you already have all the knowledge you need to understand how to...enter hypnosis...you have experience of...entering hypnosis...many times each day...I'm sure you can recall times you have been wandering along and discovered...your mind begins to wonder...to thoughts, ideas and dreams...or the experience of waiting in line as...you start to daydream...now...as you sit there beginning to drift comfortably into hypnosis you can hear the sound of my voice and have awareness of different thoughts and ideas that come to mind...and while you listen to the sound of my voice I'm going to talk to you...and just like in everyday situations like when you were in school listening in class and you will have occasionally drifted off into a daydream and later realised you don't know if you remember the whole lesson... many people that...go into hypnosis...remember some things and forget others...and you can remember what is important to consciously remember whilst at the same time forget what is unimportant to recall after this session...so there is no need to try to...go into hypnosis...hypnosis can develop all by itself...and you can develop that trance in your own unique way based on your own lifetime full of experiences of entering trance states easily and effortlessly...from all those times you have discovered yourself to have been daydreaming...through to those times...you become deeply absorbed in what you are doing...

So, now...with your eyes closed you can enjoy a moment of quiet, while...your (said as if to imply you're) unconscious...prepares to enter a resourceful trance state...that is just right for the work we are doing here today...(pause for about 30 seconds)...that's it...now as people...enter hypnosis...they often begin to

notice how the breathing changes...for some people the breathing speeds up a little before it settles on a relaxed rhythm...for others it just begins to...*comfortably relax*...and while the breathing helps to deepen and maintain hypnosis many people *become intrigued* to discover how much more youthful they look as their facial muscles smooth out...this smoothing and relaxing of the muscles in the face and throughout the body and the continued feeling of comfort that people feel when you come out of trance later (intentionally saying 'you' rather than 'when they') are some of the side effects of...*entering a hypnotic trance in this way*...so while you prepare to...*enter hypnosis*...I wonder what other positive side-effects you will receive...and while you continue into this state...your mind will wander at times and whatever happens my voice can go with you...

(Induction) Journey through an art gallery

(Pause for about 20 seconds)...that's right...now...as you listen to me and continue to breathe in that way and notice certain sensations you can continue to become more fully absorbed with the sound of my voice or the spaces between my words while I talk to...your unconscious...now...and you can discover yourself entering an art gallery...and as you enter I wonder whether you can notice the way sound changes as you enter and the way the atmosphere seems to become calmer and more relaxed...and as you explore the gallery, different art work can give you different feelings and different meanings...you may look at a sculpture and understand that it started as just a lump of stone that the artist believed could be more and knew all it needed was to have some time and attention spent on removing what isn't necessary and reshaping what is left...and different pictures will convey different meanings...and as you continue to walk deeper into the art gallery you can wonder which painting you will feel a connection with and feel drawn to...and you may want to get a sense of a number of pictures before finally settling on the one that draws you in...and as you drift deeper with each outbreath while exploring the various paintings my voice will quieten down in the background for a minute and you can take as long as you want to explore the gallery...and when you next hear me talk you can be prepared to step inside that picture ready to search for a comfortable and familiar chair you've never seen before...(pause for about 1 minute)...

That's right...preparing now to step into that picture...and as you do I wonder what it will feel like...some people feel a sense of *deepening*...others experience a change in the feelings...and other don't notice how things have changed...and as you explore this picture I wonder where that chair will be...and when you

discover that chair I wonder whether you will notice the sensations associated with approaching that comfortably familiar chair...and as you take a few moments to...relax into the chair...you can get a sense of closing your eyes and drifting off deeper into a dream...

(Deepener) Pictures in pictures

That's right...and you can now begin to imagine a picture of a beach in front of you...and as you pay close attention to that beach you can begin to notice something different about that picture...and the more you try to see what isn't there the more you find yourself drawn into the image...and then in a blink you can find yourself in that picture searching for a path (pause for about 30 seconds)...

And as you wander around wondering where the path will be, you can notice it in another picture...and a curious thing about these pictures is that each time you drift into one you go even deeper into hypnosis...and in a blink you can find yourself on that path...searching for something new (pause for about 30 seconds)...

And I wonder what sounds each footstep makes as you walk along that path until you see that new picture...and in a blink you can find yourself in that new picture knowing that what you can learn and discover here can stay in this picture for you to use instinctively in the future like unconscious knowing (pause for about one minute)...

(Therapeutic Script) Metaphorical 'life changer'

That's it...and as you continue to *relax deeper and deeper* you can listen to me in the background...and as you listen to me in the background you can understand what I'm saying on an unconscious level...

Many years ago there was a prince that lived in a castle...one day he was gazing out of one of the castle windows looking out over the land that his family ruled...and from his perspective he could see people struggling...he could see people suffering...he could see people starving...while he was in this castle getting whatever he wanted with the ring of a bell...the prince ask his father why things should be this way...he was told the world is the way the world is... there's nothing you can do to change it...the prince wanted to know why not... and asked what about all of those poor people...and we are so rich...can't we help them out...his father didn't answer...the prince thought about his life...he had everything money could buy yet he felt unhappy and felt like something was

missing from his life...while many of the people in the town around the castle appeared to struggle and suffer yet they would often be smiling and looking happy...

That night when everyone went to bed, the prince snuck out of the castle in disguise...he had to *discover the answer*...how can people be so happy with such miserable lives...he walked through the town and into the nearby forest... the forest was dark and eerie and the night was still...there were shards of moonlight glistening down through the leaves of the trees onto the forest floor shimmering a path for the prince to follow...the prince followed this unknown path to discovery and wonder and was curious where it would lead him...as he continued to walk, the prince could hear noises of animals and birds moving in the dark...he could feel his heart beating loudly as he continued into the unknown...

After a while the prince found a clearing and saw a frog sitting by a pond...as he approached the frog, it started to talk to him..."you are on a journey of discovery and wonder and you can wonder what you will discover on that journey"...the prince began to wonder as he continued to wander through the forest...he thought he could hear something behind him moving in the dark...following him...he could see the foot of a mountain and wondered how he would reach a cave he could see up in the side of the mountain.

Out of the dark some tribes people appeared...the prince couldn't understand what they were saying but could tell they were friendly...they began to cut down trees and build a ladder...the prince decided to help them...after some time they managed to complete the ladder and the prince climbed up to the cave...in the cave was a flickering fire...he sat down by the fire watching the flickering flame and noticing how the light from the fire was dancing on the walls...as he continued to watch the flickering flame he began to see things and his mind began to wonder...then everything went dark for a moment before he found himself resting beneath a tree...

And as he rested beneath that tree he began to *discover the true meaning of happiness and life...* and he knew that when you get hot you enter a pool of water to cool down...and after a while you need to warm up so you go back out in the sun...he then got an image of the Yin Yang symbol...then a coin flipping in the air...then he saw a person struggling and while the person was struggling he saw the person step outside themselves and the part of them with the problem began to change how they were dealing with the situation...then the prince saw people socialising and talking with each other...different images and ideas drifted in and out of the princes mind...and with each image the prince was

learning something new about himself that was beginning to change his life in ways he didn't yet know...and the prince continued to notice what seemed like random images until they disappeared when his unconscious knew it found the answers...(pause for about a minute)...

And when the time was right he drifted back to that cave before climbing down the ladder and enjoying an adventure of learning and discovery as he headed back to the castle where he knew how the next day he was going to change his world forever...and improve the lives of those in the town...(pause for about 3 minutes)...

(Trance Termination) Exiting hypnosis now

That's it...and you can now just take a few moments to allow yourself to get a sense of drifting back into that chair...and I don't know whether you will take 4, 5, 6 or 8 breaths to fully re-orient back to the chair...before you then start to work your way back along the route you took into hypnosis...and as you do, your unconscious mind can ensure that all the new re-programming has been installed throughout the mind and body in every cell and neuron...your unconscious can honestly and fully integrate all your new learning into that deep and instinctive part of your mind while you continue your journey back to the here and now...and I don't know how much of what is there will be left there as you continue back and how much you will bring back with you...

And it's interesting how much you know you can be aware of while you are sat there in that seat...and you can now find yourself working all the way back away from that state to the here and now becoming more aware of sounds around you...of me, of what you will be getting on with later and other random thoughts that start to cross the mind and in a moment I'm going to count to 3 and on the count of 3 you can open your eyes and be fully back in the room...one...two... three... opening your eyes...

Hi, now you came here to see how you are able to be helped and I asked you to close your eyes earlier...so do you have any plans for later? (have a brief chat then if you are going to set any tasks etc. you can do that before they go) ...

Hypnotic Inductions, Deepeners & Priming

Induction Introductions

Induction introduction for clients that have been hypnotised before

Prior to starting the induction, you will have asked the client about whether they have been hypnotised before or not. If they have then you will have gathered information about this previous hypnosis experience or their favourite trance experience (like experiences of being absorbed in an activity or interest or experience). Just talking with them about this will have primed the client for entering hypnosis and they are likely to have already begun to re-enter hypnosis here and now with you whilst you ask them questions and they recall that previous trance experience.

As you think about that pleasant hypnotic trance experience you can allow your eyes to close...and as your eyes close you can begin to recall what...going into a trance...feels like...you can recall how you felt before you knew you were going to...go into a trance...and...become absorbed in the experience...and as you...recall that trance experience...you can remember what you could see and hear around you...and while you remember what you can see and hear you can begin to...experience a little of that trance here and now...

With each breath you take...you can...become more absorbed in this experience...and my voice can comfortably go with you as you drift and float deeper and more fully into this experience...preparing to absorb all that is useful and appropriate...and my words can help you to access inner resources and strengths and skills...as...you hear my voice and relax...your unconscious...can pick up on all the different meanings in my communication...I don't know whether...you will drift deeper...with each breath you take or with the sound of my voice or the spaces between my words...

Induction introduction for clients that haven't been hypnotised before

Prior to starting the induction, you will have asked the client whether they have been hypnotised before. If they haven't you will have explained a little about what to expect and you will have asked them what they think it will be like and what they expect. Anything they have said that they are unlikely to experience, like different hypnosis myths you will have clarified for them. Like if they say they think they will be totally unconscious and have no memory of what happened and not hear anything. You can explain it is more like when they are daydreaming. They can still hear everything and are still fully aware. It's just none of that seems so important and they are comfortable continuing to drift and dream in their mind.

As you...allow your eyes to comfortably close...I'll explain a little about what to expect as...you enter hypnosis...you already have all the knowledge you need, to understand how to...enter a trance...you have experience of...entering a trance...many times each day...I'm sure you can recall times you have been wandering along and discovered...your mind begins to wonder...to thoughts, ideas and dreams...or the experience of waiting in line as...you start to daydream...now...as you sit there, beginning to drift into a comfortable hypnotic trance you can hear the sound of my voice and have an awareness of different thoughts and ideas that come to mind...and while you listen to the sound of my voice I'm going to talk to you...and just like in everyday situations like when you were in school listening in class and you will have occasionally drifted off into a daydream and later realised you don't know if you remember the whole lesson...many people that...qo into a trance...remember some things and forget others...and you can remember what is important to consciously remember whilst at the same time forget what is unimportant to recall after this session...so there is no need to try to...go into a trance...it can develop all by itself...

And you can develop that trance in your own unique way based on your own lifetime full of experiences of entering trance states easily and effortlessly... from all those times you have discovered yourself to have been daydreaming... through to those times...you become deeply absorbed in what you are doing...so now...with your eyes closed you can enjoy a moments quiet while...your unconscious...prepares to enter a resourceful trance state...that is just right for the work we are doing here today...(pause for about 30 seconds)...

That's it...now as people...*enter trance*...they often begin to notice how the breathing changes...for some people the breathing speeds up a little before it settles on a relaxed rhythm...for others it just begins to...*comfortably relax*... and while the breathing helps to deepen and maintain hypnosis many people

become intrigued to discover how much more youthful they look as their facial muscles smooth out...this smoothing and relaxing of the muscles in the face and throughout the body and the continued feeling of comfort that people feel when you come out of hypnosis later are some of the side-effects of...entering a hypnotic trance in this way...so while you prepare to...enter this trance state...I wonder what other positive side-effects you will receive...and while you continue into this state...your mind will wander at times and whatever happens my voice can go with you...

Targeting specific types of client

Logical analyser

And there will be times when you can focus on what I am saying and pay close attention to the words I am using and all the different meaning that I am conveying in what I am saying and how I am saying it or you could choose to focus on the stages of the process and on how your awareness changes as this experience goes on...

Daydreamer

And you can drift and dream and allow your mind to wander...normally in everyday situations people tell you to pay attention...here you can daydream while you listen to me...and only need to follow instructions occasionally as you become more absorbed in the experience...

Motivated & willing to follow instructions

And as you follow what I say you can continue to drift more fully and comfortably into the experience and with each step you can move closer to achievement and success...

Passive – expects the work to be done to them

And as you breathe in...and out ('breathe in' said in time with the client breathing in 'and out' timed with the client breathing out)...you can wonder how this will work for you...you know many people experiencing hypnosis for the first time imagine that the hypnotist has to do all the work without realising that

the hypnotist only does all the work while they are talking and during the session...as they *drift deeper into the experience* they...begin to discover that each session is a partnership of two minds....the hypnotist works with the unconscious mind while the client follows instructions inside and outside...the therapy session using the conscious mind...this allows the work to be completed both consciously and unconsciously...

Polarity responder

And as you hear my voice you don't have to listen to me...or listen to the sounds around you...or pay any attention to any specific thoughts and feelings...and you don't have to *follow instructions* if you know of a better way of *getting the results you came here to achieve...* and you don't have to *believe this will work* to *get the results you want...* as you listen to me you can *respond in your own unique way* to *get the results you want* or *follow along to any instructions and suggestions...*

Inductions

Journey along a beach

(Pause for about 20 seconds)...that's right...now...as you listen to me and continue to breathe in that way and notice certain sensations you can continue to become more fully absorbed with the sound of my voice or the spaces between my words while I talk to you...and you know there are many different ways of experiencing the enjoyment of walking along a beach...as you drift deeper into hypnosis...you know some people like to walk barefoot in the sand...feeling that sand on the feet and through the toes...some people like that sand to be dry and warm...others like the sand to be cool and wet...we all have our own preferred experience of walking along a beach...you will have an idea of what you consider to be the perfect beach...what the weather conditions are like...whether it is daytime or night-time...how warm the weather is...what the temperature of the water is...whether you are barefooted...whether you are walking on stones, shingle or sand and whether the sand is find and powdery or larger grains...or a different shore line entirely...

And what sounds are in your experience.....whether there are other people nearby or in the distance...or children playing...or the sounds of birds or boats

out to sea...or other sounds unique to your experience...as you drift deeper and comfortably into hypnosis...only you know what your experience is that you can internally enjoy...and I don't know whether you will be just listening along and relaxing...or imagining your own experience whilst you drift deeper into hypnosis...or whether you just have a sense of strolling along a beach...(pause for about 20 seconds)...

And some people like rough water...others like calm water...others like it somewhere in between...and some people don't mind any weather as long as they are prepared for it and dressed appropriately...and as you continue to become more fully absorbed with each breath as the waves roll in...and out... (said in time with the clients in and out breaths) I wonder whether you can notice the small inviting hut in the distance...a hut that you don't recognise yet it seems familiar...and as you approach that hut you can drift deeper and deeper with each step you take...going deeper only at the rate and speed that is comfortable for you...and when you arrive at the hut you can be curious about what is inside it...(pause for about 20 seconds)...and when you are ready you can begin to open the door to see a chair you don't recognise yet it looks so familiar and inviting...after getting a sense of your surrounding you can make your way to the chair and relax yourself into it and get a sense of closing your eyes as you become highly receptive to ideas and concepts that help you to achieve success...drifting deeper with each breath you take...drifting deeper into hypnosis...

Journey through a forest

(Pause for about 20 seconds)...that's right...now...as you listen to me and continue to breathe in that way and notice certain sensations you can continue to become more fully absorbed with the sound of my voice or the spaces between my words while I talk to you...and as you listen to the sound of my voice you can begin to get a sense of what it feels like to be wandering through a forest... some people find they recall past experiences or imagine a familiar place... others just discover the experience unfolds as they become more absorbed with each breath they take...and as you have a sense of wandering through that forest, there are certain sights and sounds that you can begin to become aware of...and I don't know whether you will just develop a sense of those sights and sounds...or whether you will begin to dream about wandering through that forest...or whether you will just enjoy drifting into a focused comfortable state of mind as you listen along to what I'm saying...

And when you wander through a forest you can feel each step you take... noticing the ground beneath your feet...the sounds associated with each step and how each step can sound different...and you can notice the different shades of greens and browns and other little flashes of colour...and sometimes you can see beams of light breaking through the leaves shimmering on the forest floor...and feel the air on your face as you hear the sounds of the forest...and it can be surprising to some people to discover just how quickly you can *become absorbed in this experience*...and you know there are some sounds everyone associates with forests, in the same way that there are certain sights everyone recognises about forests...and I'm sure you know what those experiences are...

What people often get surprised by is how the smells of the forest change as you wander...deeper and deeper...in the same way that you can walk through a garden and smell the different plants...and as you continue to wander in your own way deeper and deeper I wonder when you will notice the stream in the distance and what you will notice first about that stream...and when you discover the stream you can begin to follow it for a while, noticing sticks and leaves floating in the stream...hearing the trickling, bubbling of the water... perhaps smelling the fresh stream air...and you can take a moment to relax by that stream...maybe resting your feet into the water...closing your eyes to deepen how absorbed you are in the moment...and with your eyes closed... relaxing deeper into the experience...you can begin to have a sense of a chair you don't recognise that looks familiar and comforting...and begin to feel compelled to...go and sit in that chair...and as you sit down deeply into that chair you can begin to wonder what you will experience next...and you can get a sense of closing your eyes and relaxing even deeper into hypnosis...

Journey through an art gallery

(Pause for about 20 seconds)...that's right...now...as you listen to me and continue to breathe in that way and notice certain sensations you can continue to become more fully absorbed with the sound of my voice or the spaces between my words while I talk to...your unconscious...now...and you can discover yourself entering an art gallery...and as you enter I wonder whether you can notice the way sound changes as you enter and the way the atmosphere seems to become calmer and more relaxed...and as you explore the gallery different art work can give you different feelings and different meanings...you may look at a sculpture and understand that it started as just a lump of stone that the artist believed could be more and knew all it needed was to have some time and attention spent on removing what isn't necessary and reshaping what is left...and

different pictures will convey different meanings...

And as you continue to walk deeper into the art gallery you can wonder which painting you will feel a connection with and feel drawn to...and you may want to get a sense of a number of pictures before finally settling on the one that draws you in...and as *you drift deeper* with each outbreath while exploring the various paintings, my voice will quieten down in the background for a minute and you can take as long as you want to explore the gallery...and when you next hear me talk you can be prepared to step inside that picture ready to search for a comfortable and familiar chair you've never seen before...(pause for about 1 minute)...

That's right...preparing now to step into that picture...and as you do I wonder what it will feel like...some people feel a sense of *deepening*...others experience a change in the feelings...and other don't notice how things have changed...and as you explore this picture I wonder where that chair will be...and when you discover that chair I wonder whether you will notice the sensations associated with approaching that comfortably familiar chair...and as you take a few moments to...*relax into that chair*...you can get a sense of closing your eyes and drifting deeper into hypnosis...

Journey through a country meadow

(Pause for about 20 seconds)...that's right...now...as you listen to me and continue to breathe in that way and notice certain sensations you can continue to become more fully absorbed with the sound of my voice or the spaces between my words while I talk to you...and as I talk to you certain memories, ideas and sensations can be recalled...and you can explore those re-experienced thoughts and sensations and wonder how they will assist you in going deeper into this therapeutic trance state...

And you know what it is like for someone to enjoy the pleasant experience of walking through a country meadow...being aware of the sights, the sounds, the smells and what it feels like...you have the ground beneath your feet...the sun in the sky...birds flying around and perching in trees and bushes and a sensation of movement as you wander along...and you know many people that wander through a country meadow wonder and let their mind drift and dream...they gaze around with relaxed eyes and notice the movement of grass and plants... and while wandering through the meadow you can notice certain small animals focused on living their own lives...just respectfully living in the moment...and as the wondering continues so you can continue to *drift deeper and deeper into*

hypnosis...deeper and deeper with each breath you take...and in the distance is a tree...and in that tree is a tree house...and in that tree house is a door...and as you continue to wander through this meadow perhaps hearing that distant stream...you can wonder what you will discover behind that door...

And the more curious you become the faster you can walk...and the faster you walk the more absorbed you become...and the more absorbed you become the more curious you can find yourself...now...I don't know whether you will be imagining the experience of walking towards that tree or whether you will just have a sense of walking towards that tree or whether you will be just listening along with interest whilst your mind occasionally seems to drift off...the important thing is that while I'm talking to you...your unconscious...can be listening along and responding honestly and fully to all that I say of importance to helping you to create positive change...

And with each breath you take, you can find yourself getting closer and closer to that tree...(pause for about 30 seconds)...and as you now reach that tree you can enter the tree house and notice the door...and this door can be an unfamiliar door that somehow seems familiar...and as you notice that door you can prepare to open the door and step inside...but don't step inside just yet...just allow the unconscious mind to be fully prepared for a change...too often people rush in before the unconscious is prepared...(pause for about 20 seconds)...and now gently open the door and step inside to see a chair...this chair, when sat in, is the most comfortable chair imaginable...so just take some time to notice your surroundings in there before sitting comfortably in that chair and having a sense of closing your eyes and drifting deeper into hypnosis...

Confusion – lifting and moving the arm

(Pause for about 20 seconds)...that's right...now...as you listen to me and continue to breathe in that way and notice certain sensations you can continue to become more fully absorbed in the experience...and as *you drift deeper into hypnosis*...in a minute I'm going to reach over and gently lift up that right arm... and as I move that arm you can just *let your mind wonder*...(reach over and gently hold the clients arm just above the wrist. The idea is to move the arm so gently that the client isn't fully aware of how much they are moving their arm and how much you are moving the arm. Then start by saying "and as *you go deeper into hypnosis* your arm can go up" - as you say this move the arm gently downwards – "and your arm can go down" - moving the arm gently upwards – "and your arm can go left" - moving the arm to the clients right – "and your arm

can go right" - moving the arm to the clients left - "and that arm can move down...deeper and deeper" - moving the arm down - "and that arm can move left" - moving the arm right - "and that arm can move up" - moving the arm down - "and that arm can move down" - moving the arm upwards - "and that arm can move right" - moving the arm left - "and that arm can move down...deeper and deeper" - moving the arm down further than normal - "and that arm can move right" - moving the arm to the clients left – "and that arm can move left" - moving the clients arm right - "and that arm can move up" moving the arm down – "and that arm can move down" - moving the arm up – "and that arm can move left" - moving the arm right - "and that arm can move right" - moving the arm left - "and that arm can move down...deeper and deeper" - move the arm down towards the leg – "and as that arm touches the leg you can begin to get a sense of noticing a familiar comfortable chair you've never seen before..." - lowering the arm the rest of the way gently to the leg)... and you can walk to that chair and as you sit down in that chair you can get a sense of closing your eyes and drifting deeper into hypnosis...

Confusion induction

(Pause for about 20 seconds)...that's right...now...as you listen to me and continue to breathe in that way and notice certain sensations you can continue to become more fully absorbed with the sound of my voice or the spaces between my words and you can wonder whether you truly know which hand is the right hand and which hand is left and whether you would still be right about which hand is left if you had the hand you thought was left put right behind your back and wondered which hand is left in front of you...and the hand that was right becomes the one that's left while the hand you thought was left is actually right behind you...and the hand that is on the right side for me is on the left side for you and the hand that is on the left side for me is on the right side for you...and you can remember to forget what isn't important to remember whilst at the same time you can forget to remember those things that you don't need to remember being aware of thoughts that are left knowing that the right thoughts are forgotten...and you can go deeper into the right state of mind as the conscious part of you is left to think about other thoughts and sensations...and you can imagine a familiar comfortable seat in your mind you've never seen before and take some time to relax down into that chair...and as you relax down into that chair you can get a sense of closing your eyes and going deeper into hypnosis as you continue to listen to me...

Early learning set induction

(Pause for about 20 seconds)...that's right...now...as you listen to me and continue to breathe in that way and notice certain sensations you can continue to become more fully absorbed with the sound of my voice or the spaces between my words while I talk to you...and as you listen to the sound of my voice you can be curious about how we learn to speak...most people have had the experience of learning languages at school and know how difficult that can be... yet without any formal lessons children learn to understand adults and to use words and phrases and learn how the way something is said and the order the words are spoken in all influences the meaning of the communication...in the same way that a child will be born not knowing that they are separate from the rest of the world...then one day the child will be trying to reach for the hand they see in front of their face with the hand in front of their face and discover that the hand they are reaching for is the same as the hand they are reaching with...and as they reach and touch different body parts and different objects they begin to learn what is them and what isn't...they begin to explore themselves as a being...touching a foot with a hand...touching the foot to the mouth... learning...discovering...

Yet even before this they had already mastered how to breathe...how to move arms and legs and the eyes and the head...they had already mastered the highly complex task of synchronising muscle tension and relaxation to move the muscles in the body...and this was done without any training or lessons they just used that part of themselves that knows more about you than you do...and over time they learn to refine their skill and make more accurate movements and actions...and the unconscious is the part of you that whilst you breathe and relax and *drift deeper into hypnosis*, can help you to achieve things...it is the part of you that *take new learning that you receive consciously and make it instinctive*... like when a child learns to walk...they first learn...then they consciously forget...anyone that has tried to walk consciously will know how uncomfortable it feels...in the same way that anyone who has tried to consciously move an arm knows how difficult this is as it happens unconsciously...

And there was a time you didn't know the difference between a b, a d or a p, thinking that they were all the same thing and not noticing the differences....and you didn't know the difference between a 3 an m or a w, was a 3 a w on its side? Was a w an upside-down m? And with practice, you learnt to recognise that each letter and number is different, and you learnt how the letters formed words and with time, you consciously stopped paying attention as this knowledge became unconscious and automatic...and as...you now relax deeper with each breath

you take...you can begin to get a sense of a chair that appears to be familiar yet you know you've never seen it before...and you can get a sense of relaxing deeply into that chair and closing your eyes...and drifting deeply into hypnosis...

Eyes open eyes closed induction

(Pause for about 20 seconds)...that's right...now...in a moment I'm going to ask you to open your eyes and find a spot in front of you just above eye level to gaze at whilst you keep as still as possible...and while you do this, your body can continue to relax in its own way...and as you look at that spot without blinking I'm going to count from 3 down to 1 and on the count of 1 the eyes can close and you can drift even deeper into that comfortable hypnotic state...and whenever I count from 1 up to 3 your eyes can open and look back at that spot and each time I count from 3 down to 1 your eyes can close and you can drift deeper into that hypnotic state...and each time you do you can begin to learn how you can do this for yourself in the future in situations that are safe and appropriate just by hearing the sound of my voice in your mind counting down from 3, 2, 1 to...go deeply into hypnosis...and to come back out of hypnosis you can hear the sound of my voice in your mind counting from 1, 2, 3...

So now, just allow your eyes to open and look over at a spot just above eye level...(give them a moment to do this)...that's right...really focus on that spot...focus intensely on taking in as much information as possible...making sounds crisper and clearer (start talking crisp and clearly)...making everything about that spot sharply in focus...noticing colour...texture...contrast...really paying close attention...focusing all of your attention on that spot...and on the count of one you can relax that attention and close the eyes...(count slowly with each count being timed with an outbreath and slow enough so that the client is beginning to strain their eyes to keep them open and really wants you to reach one and deepen your tone of voice with each number)...3...2...1...that's right closing your eyes...as you relax deeper and deeper...becoming more comfortable and relaxed...and with your eyes closed the muscles around the eyes can relax...the muscles in the face can relax...and you can relax deeper and deeper...and begin to drift off to a pleasant thought or place in your mind... (time each count to opening the eyes with the in-breaths and raise your tone of voice with each number)...(pause for about 20 seconds to allow them to begin to drift deeper internally)...that's right...and 1...2...3...opening your eyes...and really focusing all of your attention on that spot...becoming very aware of what you can see...hear...and feel...that's right and (remember to drag out the

counting and time it with the outbreaths)...3...2...1...that's right closing your eyes...deeper and deeper...drifting inside to a pleasant thought or place in your mind...deeper and deeper...as the muscles continue to relax more fully and the muscles around the eyes can continue to feel more comfortable remaining in a relaxed state...as you drift deeper and deeper inside...(pause for about 40 seconds)...that's right...and...(remember to time counting up with in-breaths)... 1...2...3...looking back at that spot...paying it all of your attention...really trying to keep those eyes open and locked on that spot...and 3...2...1...closing those eyes and relaxing deeper and deeper into that pleasant experience...that's right...in your own unique way... (Pause for about 1 minute)...that's right... and...1...2...3...trying to focus all of your attention back on that spot...and... 3...2...1...that's right...and closing those eyes deeper and deeper...as you drift even deeper still into that experience...and whilst you drift deeper into that experience my voice can continue to go with you as we journey together deeper into this experience...and you can begin to get a sense of a chair that appears so comfortable and familiar yet you know you have never seen it before...and when you are ready you can get a sense of relaxing down into that chair and feeling so safe...comfortable and relaxed...you drift off deeper into hypnosis...

Elman-style induction

(Pause for about 20 seconds)...that's right...now...in a moment I'm going to ask you to open your eyes...and when you do I'd like you to prepare to close them again...only this time when you close them I'd like you to allow those eyes to close to the point where you know...the muscles around those eyes will be so relaxed...they just won't work...and when you know...those muscles around the eyes just won't work...I'd like you to test those eyes to...discover they just won't work...that's right...and just allow those eyes to open...and now take a deep breath in and as you let that breath out and allow relaxation to occur just allow those eyes to close to the point where...those muscles around the eyes just won't work...where the muscles around the eyes become so relaxed...they just won't work...and then test to...make sure they won't work...(watch for attempted movement in the eyes, or a look of effort on the face. If the eyes open they weren't following along so just say 'that's right now close them again and allow them to relax even deeper to the point they won't work and allow yourself to follow my instructions fully, honestly and completely...and when you know the muscles around those eyes are so relaxed...they just won't work...then test to make sure they won't work and allow yourself to go deeper into this relaxed state in your own unique way as those muscles relax more fully...' if they still open their eyes again they clearly are not following along to this specific induction. At this point continue with 'that's right, and each time the eyes open you can *go deeper into hypnosis...*closing your eyes now...and open your eyes...*going deeper and deeper...*and close your eyes...(slow down what you are saying to really drag it out and say closing on the outbreath, then - for this specific option - say 'going deeper and deeper' on outbreaths as well)...and open your eyes... going deeper and deeper...(continue this getting slower and slower and hesitating occasionally until they start struggling to open their eyes) once you see they are struggling to open their eyes or starting to show effort and before they have time to succeed at opening their eyes continue)...

That's right...and now just allow those eyes to relax and allow that relaxation to spread down through your body from the top of your head right down to the tips of your toes...and as you do that, in a minute I'm going to reach over and I'm going to lift up your right arm and you don't have to do anything other than relax there...I'm going to lift up that arm and let it drop down freely in your lap...and when that arm slumps into your lap you can go twice as deep...(lean over and pick up the arm. It should be limp; the client shouldn't be helping at all and it should drop freely into the clients lap)...(drop the arm) that's right twice as deep...(repeat lifting and dropping the arm and saying 'that's right twice as deep')...and now I'm going to be quiet a moment as you drift even deeper into hypnosis...(pause for about 1 minute)...that's right...and now I'd like you to get a sense of a relaxing chair you've never seen before that looks familiar...and as you approach that chair ready to relax into it...you can be curious about what the experience will be like...and as you relax into that chair you can get a sense of closing your eyes and drifting comfortably and deeply into hypnosis...and my voice can go with you as your mind wonders through different thoughts and ideas and sensations as a part of you listens to the sound of my voice here while another part of you can understand the meaning of my communication...

Four seasons induction

(Pause for about 20 seconds)...that's right...now as you listen to me I will talk to you...and as I talk to you your mind can wonder...and while your mind wonders you can begin to think about different things...and as you think about different things certain ideas and feelings can begin to come to mind...and when those ideas and feelings come to mind you can find yourself *drifting deeper and deeper* into the experience in your own unique way...and you know that spring is a time of new life...and you can be out in the countryside and notice how the air seems so fresh and clean...how the colours can appear so bright and vivid

and how much variety you can notice...there are sounds you recognise in the spring...like certain sounds of birds and animals...and sights of young animals experiencing the first few months of life...and when a breeze blows it can create movement...and you can notice familiar smells that change depending on where you are and what you are doing...

And you are aware of how the state of things can change as summer approaches...and the weather changes and you know what that's like...and the wildlife changes...the sounds you can hear change...and I wonder what sounds you feel are summer sounds...as you have a sense of what makes summer, summer...and there will be certain summer smells...and you know people feel different about different seasons depending on their age and people like different things about the different seasons at different ages...and I wonder what you enjoyed about the summer when you were younger...and as you drift through the seasons certain thoughts and feelings can come to mind...as you drift into autumn...and you know how the colours change in autumn and the weather changes and the smells change...and I wonder what else changes for you in autumn...and many children enjoy crunching the fallen golden brown leaves with each step they take...and we begin to become aware of the nearing winter...and as winter falls so things change again...a scene may look different than it did before...and I wonder what you used to enjoy as a child about the winter period that isn't the same for adults...and imagine what many children feel like when crunching through snow or playing in snow...and the air is often crisp and colour often appears to have been drained out to greys...whites...and blacks...and with little wisps of colours...you can get a sense of noticing a warm and inviting log cabin...and as you approach that cabin it can seem vaguely familiar...yet unknown...and you can enter the cabin and notice what the door was like to open as you see what the inside of that cosy...relaxing...warm and comforting cabin looks like as you notice a chair...and you can walk to that chair getting a sense of what it will feel like to *relax* back in that chair and *drift* off pleasantly into hypnosis...as you now relax into that chair...close your eyes...and find yourself instinctively drifting deeper and deeper into hypnosis... as you continue listening to the sound of my voice...

Staircase induction

(Pause for about 20 seconds)...that's right...now as you listen to me I will talk to you...and as I talk to you your mind can wonder...and while your mind wonders you can begin to think about different thoughts and feelings while you *begin to drift deeper inside*...and you can have a sense of noticing a grand oak tree...and

you can be curious about that tree as you begin to walk toward it...and as you walk closer and closer to the tree you can notice the secret door in the base of the tree...and you can walk to the door and gently open it to reveal a grand and wonderful staircase with 20 steps...and in a moment you can begin to walk comfortably down that staircase one step at a time as I count down from 20 down to 1...and with each count you can go one twentieth of the way deeper into hypnosis...(make each count on the clients outbreath)...as you step onto the first step...20...that's right deeper and deeper...and you can notice what is around you and I wonder what you can see...and I wonder if you can hear each step you take and what it feels like to take each step deeper and deeper into hypnosis...relaxing into the experience...19...deeper and deeper in your own unique way...and I wonder whether you will take a step with each count or two steps with each count at times and at other time pause for thought or to relax a little deeper or just to look around or to stop a moment to take in the experience...or descend those steps at another rate and speed...18...going deeper and deeper...knowing you can take yourself down into this state anytime you please just by finding that tree...walking through the door...and walking down the steps...17...going deeper and deeper with each count...one twentieth of the way into hypnosis with each number...16...15...14...that's right...and I don't know whether you will go even deeper with the words that I say or the spaces between my words...13...12...11...deeper and deeper...10...9...over halfway...now into a deep and comfortable hypnotic trance...8...all the way... 7...deeper and deeper...6...and as you approach the bottom of the stair I wonder whether you will become curious about what you will discover...5...as you shortly begin to notice a door down there...4...all the way into hypnosis... 3...as you approach the bottom of the steps...2...and 1...in hypnosis now...as you push that door open and see a familiar looking room you know you've never seen before and wonder where that chair in the room will lead you...and you can...go and sit in that chair...and drift deeply inside getting a sense of finding that chair so comforting and relaxing your eyes relax shut and you get a sense of drifting off deeply into hypnosis...

Conscious/unconscious separation induction

(Pause for about 20 seconds)...that's right...now...(move your head slightly left when talking in relation to 'conscious' and slightly right when you talk in relation to 'unconscious')...as you know you have a (left) conscious mind...and an (right) *unconscious* mind...and when I talk to (right) you (left) you don't have to listen...and there will be times when (right) I will be talking to you and (left)

you will just hear me talking...and (right) as you hear me here and understand what I'm saying (left) you will hear me there and hear me speaking...and (right) the unconscious mind is the part of you that knows more about (left) you than you do (right) your unconscious is the part of you that create all of the instinctive responses...that understands patterns and contains a lifetimes worth of knowledge and experience and skills and an ability to use all that wisdom to successfully solve problems when...the time is right...(left) whilst the conscious part of you can just drift and dream and relax as (right) you do what is necessary...(left) and you can notice a chair that feels so inviting...and as you relax into that chair you can get a sense of your eyes closing (right) as you drift deeply into hypnosis...

Body scan induction

(Pause for about 20 seconds)...that's right...(Reading slowly and timing sentences to each outbreath and leaving plenty of pauses. If the client has been showing some tension follow the script but have the client gently tense muscles first asking them to 'tense the muscles...that's right...and then let that go...that's right...' make sure they have no health problems like arthritis or joint problems etc. if you do this. You can also really take time over this induction. You can scan through the body in perhaps 5-10 minutes, or you can extend this out to maybe 45 minute of really taking time to explore as many sensations as you can think of that the client can focus on and working through the body very slowly) now...take a few moments to focus on the top of your head...notice how it feels and what sensations you have...allow that attention to focus on your ears, you can notice what temperature those ears are and any differences in the sensations of those ears...and let your attention move around to your forehead...and let the muscles in your forehead soften and relax...and notice the sensations on the forehead, perhaps you can notice temperature or certain feelings there and you know what it feels like to have a calming breeze tickling your forehead... and allow that attention to flow down your checks and jaw...relaxing the jaw and the muscles around your face...perhaps noticing warmth or coolness as those muscles relax further...as you allow that relaxation to move down to your neck...and you can notice how a little more relaxation can drift in with each breath you take...and how the muscles can soften as you allow that attention to flow through each part of your body...as you now focus on the tops of your arms...and I wonder which arm relaxation will spread down first...the right arm or the left arm...and as that relaxation continues to flow down the arms you can notice how each breath draws in something new and expels what the mind and body doesn't need...as you focus on those hands...focusing on what they are resting on...noticing which hand is the heaviest and which is the lightest...being aware of different sensations and feelings as you allow the wave of relaxation to spread down your chest towards your stomach...like a healing light cleansing your mind and body...filling your heart and lungs...helping that healing light to spread around your whole body and mind...as that relaxation flows down into your stomach...that's right...relaxing deeper and deeper and more fully as a body while the mind becomes comfortably focused...as you allow that attention to drift down into the legs...and I wonder which leg the relaxation will spread into fastest...and as that relaxation drifts all the way into the feet you can be curious how the mind will follow once the body is fully relaxed...and now as a mind begin to get a sense of entering into the mind and flowing gently around the body checking that each muscle is comfortably relaxed...have a sense of drifting through the head...down into the neck...and relaxing on into the shoulders...and now as I remain quiet for a few moments you can take as long as you need to drift through the body filling the body with a healing light and when I start talking again you will have finished relaxing through the body from the top of your head to the tips of your toes...and you can get a sense of being in the most wonderfully comfortable chair...as you drift through the body...now... (pause for about one minute)...that's right...finding yourself in that chair...feeling so comfortable...as you now have a sense of wanting to drift off deeply into hypnosis...and have a sense of closing your eyes while you drift so deeply and comfortably into hypnosis...

Arm catalepsy induction

(Pause for about 20 seconds)...that's right...now...in a moment I'm going to reach over and gently lift up that right arm...and when I do I'm not going to tell you to put it down...(reach over and gently lift up the right arm. The idea is to be so gentle the client almost can't tell if you are lifting their arm or they are lifting it themselves)...that's right...(start tapping so that you begin to create a state of catalepsy in the arm. Tap near the wrist on the forearm. Tap on the bottom side of the arm, then the top side, left side then right side. Tap at a comfortable pace not too fast or slow - take the lead from the client and how they are responding. Always tap opposing muscles so when you tap the top then tap the bottom, when you tap the left then tap the right, if you tap the bottom tap the top, if you tap the right tap the left)...and as I continue tapping I wonder whether that arm will seem like your arm but won't feel like your arm or whether that arm will feel apart from you yet you have a sense it's a part of you...that's right...drifting

deeper inside with each breath...and you know you can notice an arm and not realise it's yours or know it's your but not feel it...that's right...really absorbing...that's it...and you can discover something without knowing you've discovered it or know you've discovered it without knowing what it is...that's it...and in a moment I'm not going to tell you to put that arm down any faster than you drift deeper and comfortably into hypnosis...

And you don't have to be fully in a deep and comfortable hypnotic trance until that arm lowers all the way down to your lap...that's right...(stop tapping and leave the arm 'floating' in the air. As the arm lowers just watch it. If it lowers quickly suggest 'that's right and you can just allow that lowering to comfortably slow down...that's right'. As the arm lowers, occasionally, in time with outbreaths suggest 'that's right' then as the arm finishes lowering fully, suggest 'that's it...all the way now...deeper and deeper into a comfortable hypnotic trance...') and with that arm resting there you can begin to get a sense of what it feels like to sit in a chair so comfortable you struggle to keep your eyes open... and as you get a sense of those eyes shutting you can drift deeper into hypnosis...

Three things induction

(Pause for about 20 seconds)...that's right...now...in a moment I'm going to ask you to open your eyes...and when you do I'd like you to just allow those eyes to settle on looking at something in front of you just above eye level...and each time your eyes close here you can drift deeper into hypnosis...so just allow your eyes to open and find something in front of you just above eye level to look at... and as you look at that I'd like to have you hold your focus on that spot and begin to say slowly and out loud three things you can see...(pause as they say three things)...that's right...and now slowly say three things you can hear (pause as they say three things)...that's right...and now slowly and comfortably say three things you can feel (pause as they say three things)...that's right...and now just gently allow those eyes to close...and get a sense of that external scene inside your mind...take three deep breaths as you drift deeper into the experience...and then slowly say three things you can see...(pause as they say three things)...and now three things you can hear (pause as they say three things)...and now three things you can feel...(pause as they say three things)... that's right...

And now while you remain as still as you can allow the eyes to open and look back at that spot...(wait for them to look back at the spot)...that's right...and

again whilst looking at that spot say three things you can see...(ideally you want them to say different things each time they do this but if they can't think of anything new they can say things they have already said but pause and let them try to come up with new things first)...and now three things you can hear... (pause while they say three things)...and three things you can feel...(pause while they say three things)...that's right...now allow the eyes to close again and drift inside getting a sense of that external scene inside your mind again...that's right...and then slowly take three breaths as you drift deeper into the experience...and then slowly say three things you can see (pause while they say three things - again ideally you want it to be three different things if they can think of three different things)...and three things you can hear...(pause while they say three things)...and three things you can feel...(pause while they say three things)...that's right...each time going deeper and deeper into this experience...and each time finding it harder to open those eyes...

And as you continue to relax just allow the eyes to open and look back at that spot...and as you do just begin to say three things you can see...(pause while they say three things)...and three things you can hear...(pause while they say three things)...and three things you can feel...(pause while they say three things)...that's right...and just allow the eyes to close as you drift deeper and deeper...and get a sense of that external scene inside your mind...and as you take three comfortable breaths and allow the muscles around the eyes and face to relax and allow that relaxation to spread through the body in your own unique way you may find it increasingly difficult to say three things you can see, hear and feel but try really hard to say three things you can see, hear and feel and if...it seems too much effort...at that point just allow yourself to relax and drift deeper inside...(pause for them to say three things for seeing, hearing and feeling. If they manage this repeat the process so far of having them open their eyes and saying three things, then closing their eyes and saying three things you can repeat the wording above again up to this point until they stop saying three things because it is too much effort. If they don't seem to be responding after a few more runs through this then after the last run through of the eyes being open suggest 'that's right...and as you now allow the eyes to close and drift deeper I wonder whether you will notice just how deep into hypnosis you are going...as you listen to the sound of my voice...some people feel consciously as if nothing is different whilst unconsciously they become more responsive and able to respond fully to all that is helpful to creating the desired change so that they can consciously remain aware of the surroundings until they feel safe enough to...let go...whilst knowing they will remember everything

they will remember when they come out of hypnosis at the end of the session...')...that's right...and as you drift deeper inside in your own unique way I'd like to have you begin to get a sense of a chair that looks so familiar yet you don't recall seeing it before...and as you drift deeper into the experience just get a sense of walking over to the chair and relaxing down into it as you get a sense of feeling so relaxed you just close your eyes and drift off deeply and comfortably into hypnosis...

Self-suggestion induction (good for people that over analyse)

(Pause for about 20 seconds)...that's right...and as I talk to you I would like to have you repeat what I say to yourself...and when you do I'd like you to change each sentence I say into a sentence directed at yourself...so if I say 'and you can relax deeply to the sound of my voice'...you can say to yourself 'I can relax deeply to the sound of your voice'...so what I would like you to do is to pay close attention and repeat each sentence directing it at yourself...and as you relax there you can hear the sound of my voice (after each sentence pause long enough for the client to analyse the sentence and say it to themselves. They can say it in their head or out loud)...and you can feel sensations in the body...and as you relax deeper you can notice thoughts coming to mind...and you can drift deeper with the spaces between my words whilst becoming more focused with each sentence I say...and you can continue to enter hypnosis in your own unique way...and you know how to walk...and you know how to talk...and you know how to understand what I'm saying...and you know how to let your mind wander and daydream...and you can drift fully into hypnosis now...and you know how to drift deeper with each suggestion without knowing how you do it...you can just drift deeper effortlessly...and you know what a comfortable chair is like...and you can get a sense of what it feels like to discover yourself relaxing into one now...and as you relax into that chair I wonder when it will become too much effort for you to keep repeating suggestions and instead just let go and drift all the way inside a pleasant dream...all the way...deeper and deeper...and you can get a sense of being so relaxed and sleepy the eyes shut all by themselves as you drift deeper into hypnosis...

Hand movement to face induction

(Pause for about 20 seconds)...that's it...and take a moment to gently open your eyes and look at the back of this hand (have the client look at the back of a hand on their lap)...(While the client is looking at the back of the hand gently lift the

hand up and move it around softly until it is holding itself in the air. As you do this start talking about how there can be a thread between the hand and their nose and they can notice how that hand moves towards their face, like that thread is pulling that hand closer to the face. Any time you see movement in the arm or hand say 'that's it' just to encourage that movement, as the hand moves closer to their face you can say things like 'that's it, nearly there' just to continue encouraging that movement and 'deeper and deeper into hypnosis'. Sometimes the hand won't be fully on target with the client's face and they may shut their eyes, if the hand is off target you can touch on their elbow just to help move the arm into a position which lines the hand up better with the face. If the eyes aren't closed as the hand nears the face you may suggest that 'as the hand reaches your face those eyes can gently close'. After the hand reaches the face you can suggest that they can 'go deeper and deeper into hypnosis as the arm lowers slowly down to their lap'....) and as that hand rests there you can get a sense of what it feels like to discover yourself relaxing into the most comfortable chair now...and as you relax into that chair you can begin to drift all the way deeper inside into a pleasant dream...and you can get a sense of being so relaxed in that chair that you have a sense of sitting in that chair, closing your eyes and relaxing even deeper into hypnosis...

Ambiguous arm lift induction

The ambiguous arm lift induction can be done without lifting the client's arm yourself at all. It is a great induction for quickly eliciting and testing for responsivity.

(Pause for about 20 seconds)...Start the induction by asking the client to rest the palms of their hands on their lap and to open their eyes (if their eyes are closed) and to look down at their hands. Then tell the client that in a moment you will reach over and lift up one of their arms. Once you have told the client this, reach over slowly to one of the arms. It is usually easiest to do this to the arm nearest to, or opposite the hand you are reaching with, so if you are going to lift with your right hand, it is usually easiest doing this to the client's left arm. Reach towards the client's wrist with your thumb and forefinger. What you will usually notice is that as your hand gets close to the client's wrist they automatically begin to lift up their own arm into your hand.

At this point, you can just slowly move your hand up and their arm will continue to raise up towards your grip and you will have an arm levitation without ever touching their arm. If questioned, the client will usually think that you lifted their arm. They don't realise that they lifted their own arm up. The idea of the induction is to do as little as possible. If the client's arm needs it, you can gently touch the sides of their wrist with your thumb and forefinger and gently and carefully suggest through touch that you want the arm to lift by lifting the arm very carefully using as little effort as possible so that the client does most of the lifting. This is what is ambiguous about the induction, the client can't quite tell how much you were lifting and touching and how much they were lifting their own arm.

Once you have the arm levitating about 30-50cm's above their lap they are already hypnotised, but may not realise it. They have already levitated their arm and followed the suggestions you gave behaviourally by the way you reached over and encouraged their arm to lift. At this point you can acknowledge what they have accomplished so far by saying something like "that's right." And then suggest they close their eyes. You can then suggest they drift deeper into hypnosis as the arm lowers, or link other suggestions to the arm lowering. Or you could offer the client more freedom by saying that you are curious what will happen with that arm as they drift deeper into hypnosis. Some people may then lower their arm, or raise their arm, or it may remain levitated exactly where it is. At this point you can move on to a deepener, the deepener could be linked to the arm lowering, or you could move straight on to the therapeutic part of the session. For example:

...that's it...and as that arm lowers back down towards the lap, you can continue to *drift deeper into hypnosis*...and begin to have a sense of the most comfortable chair...and you can have a sense of relaxing in that chair...closing your eyes... and drifting off comfortably into hypnosis...

Subject describing inner feelings induction

The only way a client can describe their inner feelings is for them to go inside themselves to explore the feelings. Ask the client to focus on what they can physically and emotionally feel and to describe their experience to you without moving. It is important that they remain still. Being still and describing their experience deepens the experience. You can ask the client to describe what their hands feel like resting on their lap, what their legs feel like touching the chair, what their back feels like touching the chair, what inhaling and exhaling feels like, what their eyelids feel like, what other sensations they can notice in their hands or arms, what relaxation feels like for them, maybe in their arms or chest, to notice warmth or coolness etc.

Sample script:

(Pause for about 20 seconds)...and as you relax there I would like you to take a moment to describe your ongoing inner experience...so without moving...just describe things like how your hands are feeling (give the client time to focus on this and describe it) what the air feels like as you breathe in...(said on an inbreath) and out (said on an outbreath)... (give time for the client to focus on this and describe this)' Let the client describe how they feel physically. (If they get stuck not seeming to be absorbed internally you can ask a few more questions to narrow their focus of attention, like talking about the chair beneath them, what does this feel like, what about the weight of their hands or sensations in their eyelids or breathing or automatic movements etc. If they aren't saying anything because (as is often the case) they have quickly become absorbed in the experience, then you can just reinforce this by saying something like 'that's it, just continuing to drift, deeper and deeper' and then transitioning into the therapy you are doing, so you might follow up with 'as I talk to you in the background' or whatever would be relevant for the work you are doing with the client. After a while, sometimes just a minute or so, the client will find it difficult to keep answering and will prefer to be able to just be quiet. At this point you can suggest they can just relax, or suggest that it may be too difficult to talk, then move into whatever you plan on doing next, like doing a deepener or moving on to mental rehearsal or another process.)

...that's it...and as you continue to *relax deeper with this experience*...you can begin to have a sense of relaxing into the most comfortable chair...closing your eyes...and *relaxing deeper* into hypnosis...

Touching hands induction

This induction is about communicating through touch. There are very few words, but it can be a powerful experience. You put one of your hands out in front of you with the palm facing the client. You elbow will be bent about 90-degree angle so that the palm of your hand is comfortably facing the client and your hand is about 30 cm in front of you. You don't want your arm stretched out straight as this will be uncomfortable for you. You tell the client to do the same and to touch the palm of their hand against the palm of your hand. You then suggest they look at the back of their hand. While the client is looking at the back of their hand you begin to guide yourself into a deeply relaxed state, you relax your eyes, your facial muscles, your shoulders and with your breathing, you start off by breathing the same as the client, and then slow, deepen and relax

your breathing and occasionally do extended slow blinks to convey the idea of relaxing and closing the eyes. All of the information about relaxing will be conveyed to the client through the palm of your hand and the non-verbal behaviours they notice out of their peripheral vision. They often don't consciously notice that their hand touching yours is picking up on the idea of relaxation but they will start to relax themselves. Their focus is being held on the back of their own hand. As you notice them relaxing you acknowledge this by saying something like "that's it", so when you see the shoulders relaxing, or outbreaths, or the eyes blink or relaxing, you acknowledge this and in a short space of time they usually have their eyes closed. Often their arm remains out in front of them, but sometimes the client's hand will gradually start to lower. If it starts to lower away from yours you can respond saying 'that's it' or 'that's right' to acknowledge that this is okay for them to do as they enter hypnosis, maybe say 'all the way' as it continues to lower down. Other times rigidity sets into the arm and it stays levitating, so once the client has their eyes shut their arm is still in the air. You can utilise this and perhaps link it lowering with going deeper into hypnosis, or link doing inner therapeutic work with the arm lowering. You can use this as a deepener by suggesting that they can drift deeper as the arm begins to slowly lower down.

Sample script:

(Pause for 20 seconds)...Take a moment to gently open those eyes (assuming you have read an introduction script)...Now touch the palm of your hand to mine, look at the back of your hand, that's it...that's it...that's it...that's it...all the way... letting those eyes close as you continue to *drift deeper into the experience*...and while *you drift deeper into the experience*...you can have a sense of relaxing down into the most comfortable chair and closing your eyes...and drifting off deeper into hypnosis...

Ideomotor energy hands induction

(Pause for 20 seconds)...Take a moment to gently open those eyes...(if their eyes are closed)...now rub your hands together like this (demonstrate to the client rubbing hands together in front of you)...and hold them apart just a little bit (demonstrate what you are talking about and have your hands in front of you about 30 centimetres apart) and just gaze between those hands...and you can perhaps notice a sensation there...almost like there is a solid object between those hands...or maybe warmth or coolness...or lightness or heaviness...or a tingling...or another sensation...and you may not notice straightaway...and you

can continue to just gaze between those hands...and I don't know whether those hands will come together or move apart or stay where they are as you *go deeper and deeper into hypnosis*...and as *you go deeper into hypnosis* so your eyes can close and the hands can begin to lower to the lap...and as those hands lower to your lap you can *go deeper and deeper into hypnosis*...(the client's eyes don't need to be closed, I usually don't ask for this. You are being responsive to the client, so when you ask whether the hands will move together, apart or stay where they are, you wait and see what happens for the client and then acknowledge this with something like 'that's it' and then continue on capitalising on this, so you may decide to continue referencing what is going on for a bit longer until they are deeply absorbed in the experience and then suggesting the arms could lower)...and as the arms lower back to the lap...you can have a sense of sitting down in a comfortable chair...and as you sit down in that chair...you can *become deeper absorbed in the experience*...have a sense of closing your eyes...and drifting deeply into hypnosis...

Ambiguous touch arm induction

(Pause for 20 seconds) (Very gently lift up one of the client's arms, likely the arm opposite or nearest to the hand you will be lifting with. As you do this, start saying something similar to what is written below. Your aim is to have the client focused on that arm. In some cases clients have their arm lose and limp so that if you let go, the arm would just fall to their lap. If this is the case with a client, then you can suggest that they can begin to stick that arm there in the air and for a little while, or if needed, tell the client directly to just hold their arm there. You may need to gently support their arm as lightly and minimally as possible with your other hand while you begin this induction. What you want to do for the induction, is while talking occasionally to suggest ideas about what the client may be able to notice about the experience, tap gently on the client's arm on the forearm, just above the wrist, tapping on the bottom of the arm, then the top, then the left side, then the right side. It doesn't matter the order of the tapping top/bottom, left/right or bottom/top, right/left, etc, just that you are gently and slowly tapping in opposite directions, so if you tap the bottom of the arm, you will next tap the top so that you have tapped both sides, if you tap the left side, then you will tap the right side. What you are trying to do is create catalepsy with the tapping by tapping opposing points, so their arm instinctively pushes up slightly when you tap the top, it instinctively pushes down slightly when you tap the bottom, it pushes left slightly when you tap the right side and right slightly when you tap the left side, this encourages the arm to become cataleptic in

place.) Just look at the back of that hand, gaze at the back of that hand. I don't know whether that arm will feel waxy, almost like a candle, or whether numbness will set in or whether something will change in that arm, perhaps starting in the shoulder or the elbow or radiating up from the hand. And as that experience continues the eyes can begin to get heavier and begin to want to close as that arm begins to lower down to your leg and as that arm does, so your eyes can close as you *go all the way into hypnosis...* and as you *relax deeply into hypnosis...* you can begin to get a sense of the most comfortable chair...you can approach that chair...sit down in that chair...close your eyes...and find yourself drifting deeply and pleasantly into hypnosis...

Automatic finger movement induction

(Pause for 20 seconds) Take a moment to put your hands together and link your fingers...and while doing this, hold out your two forefingers and hold those forefingers apart...hold your hands in front of you and gaze between those fingers...that's it...and as you gaze between those fingers, don't go into hypnosis too quickly...and just watch as those fingers begin to get closer together...and don't let the eyes close until those fingers touch, and try to hold those fingers apart...don't go into hypnosis too quickly, try not to let those fingers touch too quickly...and just keep gazing between those fingers as they get closer and closer together...as those eyes begin to get heavy and begin to want to close... and really try not to let those fingers touch too quickly as you drift deeper and deeper into the experience...and as those fingers touch your eyes can close...and as your eyes close so those arms can begin to lower down towards your lap...and as those arms lower down towards your lap you can drift deeper and deeper into hypnosis...that's it...(it can sometimes be helpful to ask the person to really take their time, not to let this happen too quickly, like really taking time for the fingers to come together and really taking time for those arms to lower and not to enter hypnosis too quickly, or not to go deeper too quickly. The focus then is on speed of entering or deepening hypnosis and not on whether they are entering hypnosis or deepening hypnosis)...and as you continue to relax into the experience, you can notice yourself discovering the most comfortable chair... and as you sit down into that chair, so you can close your eyes and drift deeply into hypnosis...

Look at that hand double bind induction

Just take a moment to gently open your eyes (if the client's eyes are closed) and

look at the hand that you think will be the hand that will lift up as...you go into hypnosis...and as you look at the hand that you think will lift, I wonder whether you will be right, or whether the other hand will lift, or whether neither hand will lift, or perhaps both hands will lift, as you just continue to drift deeper into the experience looking at that hand...that's it...all the way...(then acknowledge whatever happens. If a hand starts to twitch or show signs of movement, then comment on this, acknowledge it with words like 'that's it' and 'as that movement begins in that hand'. Comment on the client going deeper with the experience while the induction is taking place with comments like 'that's it, continuing to drift deeper and deeper as you gaze at that hand' and as you notice they have been watching the hand for some time you can then suggest that they close their eyes and drift even deeper into the experience. If an arm (or both arms) was levitating then you can link the eye closure with this 'and as that arm continues to rise, those eyes can begin to close as you drift even deeper into hypnosis' and then you can link going even deeper with that arm lowering back down 'and as that arm begins to lower back down to your lap, I wonder how deep you can drift into hypnosis...and you can find yourself deeply absorbed in this hypnotic state as that arm reaches your lap...', if the hands remained where they were then you can just suggest 'that's it and as you continue to gaze at that hand, your eyes can close and as your eyes close, you can drift even deeper into hypnosis...')

...That's it...and as you continue to drift deeper into hypnosis, you can begin to get a sense of relaxing into the most comfortable chair...and as you relax into that chair...you can have a sense of closing your eyes...as you begin to drift deeper into hypnosis...

Not doing induction

(Pause for 20 seconds) Just take a moment to *begin to relax*...and you don't have to pay attention to the sounds around you, you don't have to pay attention to how you are sitting, to what your back is resting against, to words that I am using or to the sound of my voice, you don't have to be aware of different thoughts and feelings that come to mind, you don't have to try to do anything at all as you *drift deeper and deeper into hypnosis*, you don't have to worry about how you are *drifting deeper* and more comfortably into hypnosis, or how *that is happening all by itself...*you don't have to think about the way your mind is *beginning to relax* or the way your body is *beginning to relax*, as you *drift into hypnosis...*you can just let it happen all by itself, not paying attention to the in-breaths or the outbreaths or to my words and the changes happening as you *drift deeper into*

hypnosis, relaxation can just happen as you drift into hypnosis...and while you continue to drift deeper into hypnosis you can find yourself sitting down on the most comfortable seat...closing your eyes...and drifting deeply into hypnosis...

In the moment induction

(Pause for 20 seconds) With your eyes closed, you can begin to notice everything about this moment in time, a part of you can hear the sound of my voice, and you can notice sounds around you, and as you pay attention to sounds around you, you can begin to differentiate between one sound and another, and you can notice how you are breathing in and breathing out and what it feels like to be breathing in and breathing out, what movement happens as you breathe in and breathe out and you can notice any feeling in the eyes, any movement of the eyes and how that movement helps you go deeper into hypnosis, and you can notice movements and sensations in the arms and legs and throughout your body, noticing which hand is warmest and which hand is coolest, which hand is heaviest and which hand is lightest, noticing what your shoulders feel like, what you back feels like, what your legs feel like, what thoughts are going through your mind right now as you become deeper absorbed in hypnosis...and while you continue to drift deeper into hypnosis...you can discover yourself sitting down in a comfortable chair...closing your eyes...and drifting deeply into hypnosis...

Sensory overload induction

(Pause for 20 seconds) With your eyes closed, I would like to have you just sit there with your hands resting gently on your legs, and with those hands resting gently on your legs, notice the feelings through the fingertips, and as you notice the feelings of those fingertips on touching the legs, you can have a sense of what it feels like to be standing under a shower, what the water feels like on your head and face and running down your body, the sounds of the shower, the temperature of that water, and while you notice what those fingers feel like resting there on those legs, the sensations at the fingertips, differences in warmth and coolness between the two hands...whether those hands feel heavy or light... what sounds you can hear around you (you can direct the client's attention to sounds you can hear, like ticking clock, traffic, movement, your talking etc), and as you have awareness of those fingers, awareness of sounds around you, you can also be aware of what your feet feel like, while also being aware of the experience of standing under that shower and you can begin to be aware of

walking through a country garden, what you can see in that country garden, what you can hear, what it feels like to be walking through that garden, but don't forget about what it feels like to be stood under that shower and what those fingertips feel like, the sounds you can hear around you here, the feeling of those feet and you can begin to count back in your mind from 300...299, 298, 297, 296, 295, and as you continue to count backwards and *drift deeper and deeper into hypnosis*, you can continue to be aware of the sounds around you, the feeling of those feet, the sensations at the fingertips, the experience of standing under a shower and walking through a country garden and you can *begin to let go* and *drift deeper into hypnosis*...and find yourself sitting in a comfortable chair...closing your eyes...and drifting deeply into hypnosis...

Vague language induction

(Pause for 20 seconds) With your eyes closed you can listen to me, and as you listen to me, so you can begin to explore possibility, you can begin to wonder, you can begin to think, you can begin to feel what it is like to *enter hypnosis*, and you can have a sense of inner wellbeing, a sense of comfortable deepening, a sense of relaxation spreading, and a certain level of education and learning from *going deeper into hypnosis*, and feeling more comfortable, and you can enjoy a sense of inner discovery, enjoy a sense of personal achievement, and depth of increased knowledge and wisdom as *you enter hypnosis deeper and deeper* and more comfortably...in your own unique way...and as you continue to *drift deeper into hypnosis* in your own unique way...you can find yourself sitting in the most comfortable chair...closing your eyes...and drifting peacefully into hypnosis...

Double binds induction

(Pause for 20 seconds) With your eyes closed I don't know whether you will *go deeper into hypnosis* with the sound of my voice or with each breath that you take, or whether you will find yourself *going deeper and more comfortably into hypnosis* because your eyes are closed, and as you *drift deeper into hypnosis* I wonder whether your left hand or right hand feels the warmest and as you notice and pay attention to which hand feels the warmest, I wonder whether you can notice which hand is the heaviest and whether the hand which is heaviest is also warmest or whether the heaviest hand is also the cooler hand, and as you listen to me and *drift into hypnosis*, you can wonder whether you are *going deeper into hypnosis* because of the relaxation spreading down through your body, or

whether it is because you are paying more attention to the experience than to the sounds around you...and while you *drift into hypnosis* in your own unique way, you can notice whether that deepening is happening more with each in-breath or each outbreath...and as you continue to *drift deeper* into the experience...you can find yourself relaxing down into a comfortable chair...closing your eyes... and drifting pleasantly into hypnosis...

Leisure induction

(Pause for 20 seconds) (Find out before the induction what the client likes to do, gather information about how they do (or did, if it is something they used to enjoy doing) that leisure activity, you can talk about the sensory experience of the activity yourself to guide the client through that, or with their eyes closed, you can ask them to begin to describe the experience slowly to you and you can draw their attention to different sensory aspects of the experience). Here is an example of what you might say if the client said they liked swimming:

With your eyes closed, you can begin to have a sense of swimming in a pool... the feeling of weightlessness as you float in the water...the temperature of that water and the feeling of the water against your skin...and the sounds of the swimming pool and how the sounds change when your head goes under the water...and how time seems to *slow right down*...and the smell of the swimming pool...and having a sense of floating on your back...relaxing in the water... gazing up at the ceiling...and the sounds and feeling of the movement of your arms and legs in the water...absorbing yourself in those sensations...and the feeling of the cool air on your face after you have been underwater...really absorbing yourself in the experience as you drift deeper into hypnosis...and as you continue to drift deeper into hypnosis, so you can begin to have a sense of leaving the water and finding the most comfortable seat...sitting down in that seat...closing your eyes...and drifting comfortably into hypnosis...

Favourite place induction

(Pause for 20 seconds) (Find out before the induction a favourite place the client would like to go during hypnosis, gather information about this place so that you can describe the sensory experience of the client being in that favourite place. Usually, people say relaxing places, but sometimes they will say something a bit different, for example, I had someone say that they liked being at a waterpark going on the water rides, so I had them describe this to me, what do they see and hear there, what do they do there. I then used this for the induction, talking about

them seeing the rides, all the people, the warmth of the sun (it was a hot location), the feeling of going on the different rides and the experience of that, like the experience of being in a rubber tube, rising up a ride, experiencing themselves getting higher, hearing the cranking of the conveyor belt, then floating quietly around the top of the ride, looking out over the view from up here, noticing what they can see, then reaching the drop and rapidly descending, etc. Hypnosis is about focusing attention, not specifically about relaxation, so for that individual, this induction worked great because it is what was right for them. Like with the leisure induction, you want to know enough about what the person would see, hear and feel and perhaps other senses and thoughts, so that you can feed this information back during the induction. As it is tailored to the client, it is often a very quick and effective way of hypnotising the client) Here is an example of what you might say if the client said their favourite place was relaxing in a specific park:

With your eyes closed, you can imagine yourself sat there, looking out, noticing the grass...and trees...noticing the landscape in the distance...the horizon and buildings...and I don't know whether the sun is high in the sky, setting, rising or whether it is night-time (said because of not having this information beforehand but prompting the client to think about this aspect of the experience) and you can have a sense of different times and how the view changes depending on the time of day, and you can rest there...enjoying the view...having a sense of peace...relaxing deeper and deeper into the experience...aware of the breeze on your face and the sounds around you as you drift deeper into hypnosis...and as you continue to drift deeper you can discover a comfortable seat...have a sense of sitting down in that seat...closing your eyes...and drifting deeper into hypnosis...

Memory recall induction

(Pause for 20 seconds) With your eyes closed, you can begin to recall a memory (you can ask them to think of a pleasant memory or it could be that you do this induction as part of the therapy and so have them recall a time they have experienced a relevant resource in the past - like confidence, etc, or you can even have them create an imaginary memory, like asking them to think about how things can be different in the future without the problem and then have them describe this and you ask questions to get fine sensory detail to really absorb them in that experience) and as you recall that memory, you can begin to (as an example, I will continue from here as if the client has said the memory they want to recall is their roast dinner that they had on Sunday) describe that roast lamb to

me (you will give time for client's to answer the questions when asked), and you can have a sense of taking your knife and fork and slicing that lamb...and the sounds that go with that...the smells that get released...and imagining lifting some of that lamb up to your mouth on the fork...perhaps noticing the salivating...noticing the smell...the texture...as you begin to eat that lamb...the experience of it being chewed...of it passing down your throat to your stomach...a sense of the roast potatoes...eating them...maybe having gravy on them...the texture and experience of eating those potatoes...absorbing yourself in enjoying that meal...and as you continue to enjoy that meal, you can continue to drift deeper into the experience and into hypnosis...and as you finish that meal, so you can begin to find yourself relaxing even deeper as if sitting down into the most comfortable chair and beginning to drift deeper into hypnosis...

Using bodily sensations induction

(Pause for 20 seconds) With your eyes closed, you can focus on the feeling of breathing in and breathing out...aware of the feeling of your hands resting on your legs...aware of other sensations within you...aware of the feeling of your feet on the floor...the weight of the arms or the shoulders...the feeling of sitting in that chair and of the chair against your back...and the feeling of air passing in and out of your nostrils as you *continue relaxing* that breathing...and as you focus on different sensations and feelings within your body...so you can continue to *drift deeper and deeper into hypnosis*...and as you *drift deeper into hypnosis*...you can notice a comfortable chair...relax yourself down into that chair...close your eyes...and *drift deeper into hypnosis*...with each breath that you take...

Ambiguous touch handshake induction

Introduce yourself and put your hand out (for example: 'Hi, I'm Dan') as the client's hand meets your hand, start shaking it while looking into the client's eyes and holding their gaze and continuing to talk with them, as you do, begin to non-verbally communicate relaxation and inner focus by defocusing your eyes, relaxing your facial muscles, your shoulders, your breathing, and as you continue shaking their hand, slow this down so that you are almost just holding their hand in the air, tap gently on the underside of the client's hand with your fingers, very gently, just to give the non-verbal suggestion of the hand levitating and remaining where it is, begin to loosen your grip very gently while tapping and communicating through your fingertips for the hand to stay in place, tapping

lightly on the palm and back of the hand and the underside of the hand and then gradually moving your hand out from the client's hand continuing the soft touch and continuing to talk with the client in a gentle hypnotic way and as the hand pulls out from the client's hand, tapping gently on the fingers and the underside of the little finger and if you want the client's eyes to close you can then suggest they take a moment to close their eyes and begin to relax deeper into the experience (then as your hand move out from the handshake and the client closes their eyes, you can continue to tap gently on and around the hand and wrist to encourage the arm to remain in place) and as they continue to drift deeper into the experience the arm can begin to lower and they can enter hypnosis at the rate and speed that the arm lowers gently towards their lap. You can then suggest that they discover a comfortable chair, relax down into that chair, close their eyes and drift deeply into hypnosis.

Traditional handshake induction

With this handshake induction, you are interrupting the pattern of a handshake. You reach out to shake the client's hand, the client's eyes would be open for this. As soon as your hands meet, you carry on talking to the client looking at the client and then non-verbally communicating entering hypnosis by relaxing your shoulders, defocusing your eyes, looking through the client, relaxing your facial muscles, keeping attention off of the handshake, as you gently prop up the client's hand with your opposite hand and remove your other hand (so, if you put out your right hand to do the handshake and the client put out their right hand to join the handshake, then you would gently prop up their right hand with your left hand as you move your right hand away from them). You will then continue to talk with the client and start to slow down and relax your speech. As you notice rigidity in the arm that you are gently propping up and notice the client's attention is held and perhaps their eyes are defocusing and their breathing begins to change and they appear to begin to relax, you can ask them to close their eyes and then maybe link drifting even deeper with the arm lowering to their lap. Here is a sample scrips:

Hi, I'm Dan (reaching out to shake hands and as the handshake starts and while continuing to look at the client and continuing to talk, propping up the client's hand with my opposite hand and removing my other hand)...thank you for coming in today...I hope that your journey here went well? (Communicating entering hypnosis non-verbally and beginning to slow down and relax your voice) I'm curious how things have been since we spoke on the telephone...you can take a moment to relax down...close your eyes...and begin to *drift deeper*

into hypnosis...and as you do...that arm can begin to lower down to your lap... and as it lowers down to your lap...so you can continue *drifting deeper into hypnosis*...and begin to find yourself discovering the most comfortable chair... relaxing into that chair...closing your eyes...and drifting into hypnosis...

Richard Bandler style handshake induction

Reach out to shake hands with the client, as their hand reaches your outstretched hand, take the client's arm gently by the wrist with your other hand and turn the client's hand towards their face and start gently moving it closer to their face. As the hand is parallel to their face use your forefinger on the hand not holding the client's arm to point at the centre of their palm and say 'look at that spot...and notice how it defocuses...as that hand gets closer to your face...and as that spot defocuses and the hand moves closer to your face...you can drift deeper into hypnosis...and notice how the eyes begin to close as that hand moves closer to the face...that's it...all the way...that's it' (As you say this you very gently begin to move the hand towards the client's face until the hand continues to move towards their face itself. The hand can continue to move towards their face and their eyes can close as they drift deeper into hypnosis. Once the hand is touching the face, you can suggest something like 'and as that hand now lowers down to your lap, you can drift even deeper into hypnosis'. If the hand moves down quickly, you can suggest they take their time going deeper into hypnosis and that they can slow the movement of the hand down.)

...And as you *drift deeper into hypnosis*, so you can begin to have a sense of sitting down in the most comfortable chair...and as you sit down in that chair... so you can have a sense of closing your eyes and drifting deeper into hypnosis...

Imagine picking up and putting down an object induction

(Pause for 20 seconds)...(If the client's eyes are closed, you can ask them to gently open their eyes) In a moment I would like you to imagine a pen on a table in front of you...I would like you to imagine reaching for that pen, picking it up, and resting back into your current position...then reaching forward, putting the pen down...and sitting back again...and just keep imagining this and repeating this in your mind...so, you will imagine reaching forward (demonstrate the actions for real in an overly exaggerated way what it is you want the client to imagine), picking up a pen from a table, pulling your arm back and sitting back, resting your hand on your lap, then leaning forward again and reaching forward again and stretching your arm out again to put that pen back down on the table

and then sitting back in the chair again with your hand resting on your lap...(you may need to remind the client that they are just imagining this, not really picking up a pen and putting it down). Imagine reaching forward, picking up that pen from the table in front of you, then sitting back, then imagine reaching forward putting that pen down on the table and sitting back, then imagine reaching forward, picking up that pen, and sitting back (repeat these instructions a few times until you see that they are absorbed in doing this), that's it, deeper and deeper...(you can say these instructions often and get far more detailed than this to absorb the client as much as possible, like talking about the feeling of the back moving, the different muscles in the arm moving, what the pen looks like and feels like, what the table looks like, etc. You are treating it all as if what you have asked them to do is real and they are really doing this, not just imagining this, some people will get so engrossed in the experience that their arm will levitate automatically, some will keep their eyes open and just be staring into space, others will close their eyes).

That's it...and you can now imagine putting that pen on the table...relaxing back in that chair...closing your eyes...and *drifting off comfortably and deeply into hypnosis*...and as you do...you can have a sense of sitting down into the world's most comfortable chair...closing your eyes...and *drifting even deeper into hypnosis*...

Energy hand induction

(Pause for 20 seconds)...(Ask the client to place their hand palm down on your palm up hand, if they have their eyes shut currently, ask them to open their eyes) I just want you to get a sense of energy moving from my hand into yours, maybe you will notice a tingling sensation or some other kind of sensation as that energy moves from my hand to yours...maybe the sensation will be warmth or coolness...or something else entirely...and I don't know whether...you will notice that...in the palm of the hand or...the fingers, or somewhere else in that hand...just picking up on that energy, letting it pass into you, and we can call it trance energy, just noticing that trance energy flowing...out of me and up into your body, from my hand into you, and as that trance energy fills your body, so you can go deeper and more absorbed into hypnosis...that's it...that's it...all the way...(if needed you can suggest to the client that they close their eyes) and as you continue to drift deeper and become more absorbed in the experience you can begin to have a sense of relaxing down into a comfortable chair, closing your eyes, and drifting deeply into hypnosis...

Alternative energy hand induction

(Pause for 20 seconds)...(If the client has their eyes closed, you can ask them to open their eyes. Rub your hands together and ask the client to rub their hands together at the same time, then have them place their hand palm down above your hand, very close but not touching) Take a moment to pay attention to the trance energy in that hand...and perhaps you notice a tingling, perhaps you notice the energy passing up from my hand into your hand...perhaps an electrical feeling...and notice the sensations in that hand and how that trance energy is passing up...jumping up from my hand into yours...that's it...that's it...all the way...as that trance energy passes up from my hand into your hand and up through your body as you drift deeper and deeper into hypnosis...(you can suggest they close their eyes if needed) and as you continue to drift deeper into hypnosis...you can discover yourself relaxing down into the most comfortable chair, closing your eyes...and drifting deeper into hypnosis...

Imaginary arm levitation induction

(Pause for 20 seconds)...With your eyes closed...just imagine one of your arms is beginning to levitate...one of your arms is beginning to get lighter and lighter...and the other arm is beginning to get heavier and heavier...and in your mind's eye...having awareness of where that arm must be in space...and having a sense of that arm...and aware of how it lifts, whether it lifts more from the palm of the hand, or from the wrist or from the elbow, and having a sense of that arm lifting and how that arm lifts...and being aware of the sensations of the arm lifting...perhaps of the movement of the fingers on your leg as that arm gently moves...and have a sense of whether that arm is lifting quickly or slowly and notice how high that arm is lifting...and as that arm is lifting higher and *higher...*so you can go deeper into hypnosis, and as you go deeper into hypnosis, so that arm can lift higher and higher...and you can go all the way...and as that arm lowers down back to your leg...you can go even deeper into hypnosis... going deeper and deeper as that arm lowers all the way back down to your leg... and as that arm lowers to your leg and you go deeper into hypnosis...you can have a sense of relaxing back into the most comfortable chair...imagining closing your eyes...and drifting and relaxing deeper into hypnosis...

The guide induction

(Pause for 20 seconds) With your eyes closed, you can imagine yourself sat in a comfortable chair...drifting off in your mind...and as you *drift off in your*

mind...you can discover yourself in a special place where you meet a guide... and this guide is going to educate you...they are wise...and I don't know where you will meet that guide...whether you will be sat down with them or walking along with them...or meeting them in some other context...and when you meet that guide...you can pay attention to them...noticing what they look like... noticing what they sound like...noticing their mannerisms...perhaps noticing things about them that I would never know...noticing things about them that lets you know they are so wise...and noticing that they can guide you into hypnosis and noticing how they can guide you on other matters as well...and you can notice where it is you are meeting that guide...what this place looks like...what this place sounds like...as you drift deeper into hypnosis engaging with this guide...and I don't know whether they will guide you deeper into hypnosis with words that they say as you talk with them...or whether they will guide you deeper in some other way...and the role of this guide is to help you...to support you...and as you drift even deeper into hypnosis, you can find yourself resting down into the most comfortable chair...closing your eyes...and floating deeper into hypnosis...

Crystal ball induction

(Pause for 20 seconds) With your eyes closed, you can place your hands palm up with one hand on each leg...and imagine a crystal ball off in the distance...and the crystal ball is floating in the air...and you can notice that crystal ball floating closer and closer and be aware of swirling colours within that crystal ball as it gets closer to you...and as that crystal ball reaches you, it can settle down into one hand or the other...and I don't know if that crystal ball is heavy or light, if it is glowing or not...and you can gaze into that crystal ball...and as you gaze into that crystal ball, you can begin to notice something wonderful...you can begin to notice something relaxing...you can begin to find yourself drawn into that crystal ball...and the more you pay attention to that crystal ball the deeper absorbed in hypnosis you can become...and the deeper absorbed in hypnosis you become, the deeper you can become absorbed into that crystal ball...and you can start to create deep change while absorbed in the crystal ball...and as you drift back out of that crystal ball you can notice that another crystal ball settles in the other hand...you can compare the balls and look deeply into the balls...seeing pleasant memories and experiences of the past...present...and future in the crystal balls...and you can become absorbed in the experiences in the crystal balls...and then you can watch as those crystal balls drift up out of those hands and as they do, so you can drift deeper into hypnosis and find

yourself settling down in the most comfortable chair, floating and drifting deeper into hypnosis...

Corridor of doors induction

(Pause for 20 seconds) With your eyes closed, you can imagine opening a door and finding yourself in a long corridor and you will always instinctively know your way around...you just may not always know you know it...and you can see hundreds of doors off to the left and the right of the corridor...and you can walk down the corridor...and each door can be associated with something pleasant, whether it is a pleasant feeling or image...and as you walk through a door you can feel a wave of relaxation and pleasant feeling passing through you...and find yourself in another corridor...and notice what this corridor of doors looks like... and you can choose a door...pass through it...and go deeper and deeper into hypnosis, feeling a deeper wave of relaxation...and finding yourself in another corridor of doors...and you can select a door in that corridor...walking into the corridor...finding yourself going deeper into hypnosis...walking down another corridor of doors...choosing a door...opening the door and finding yourself in another corridor walking deeper into hypnosis...and once you are deeply in hypnosis...you open a door in a corridor and find yourself in a pleasant location and find the most comfortable seat...you notice what this place looks like, what sounds you can hear here, what it feels like to walk to that seat...you can walk to that seat, settle down into the seat and drift comfortably deeper into hypnosis...

Go to the north star induction

(Pause for 20 seconds) (Show a time-lapse image of stars around the north star) As you gently open your eyes (if they have their eyes closed at this point)...I would like to have you gaze at this image, look at the north star...and as you gaze at the north star, you can begin to get a sense of going to that north star... being drawn into the image...drawn into space...drawn to that north star...with all the other stars swirling around you...almost like a tunnel...like a vortex with all other stars circling around you...finding yourself drawn into space...where there is no up, no down, no left, no right, no sound, just being...as you let your eyes close and *continue drifting deeper*...drifting...floating in peace...in silence...in space...perhaps aware of colours...of the stars and nebulae...and as you continue drifting and floating comfortably and deeply into the experience... you can begin to find yourself approaching the most comfortable seat, relaxing down into that seat, closing your eyes and *drifting deeper and deeper into*

That's right induction

(Pause for 20 seconds)...That's right...that's it...(said on blinks, on outbreaths, on subtle head nods, on relaxing facial muscles and other non-conscious behaviours and signs of hypnosis).

Then near the end of the induction saying things like: that's it...all the way... deeper and deeper...and as you continue to *drift deeper into hypnosis*...you can find yourself relaxing down into the most comfortable chair...closing your eyes...and *drifting deeply into hypnosis*...

Hypnotist describing themselves entering hypnosis induction

This is a classic technique and is similar to the *My Friend John Technique*. You describe to the client how someone goes into hypnosis, but you describe it as if you are describing how you would go into hypnosis. What you are doing is a mix of describing what you see happening with the client, with ideas of what people often experience to encourage further deepening of hypnosis in the client.

For example you may say 'when I *go into hypnosis*, I *sit comfortably*, I *breathe in and out* (said in time with the client's breathing), and I normally start to *defocus the eyes* a little bit...and as I *start to drift off into hypnosis*...I find I spend more time inside my mind...I hear the odd noise outside...but it doesn't matter because my attention is drawn inward...as I *drift deeper into hypnosis*... and I may *close the eyes* as I *drift deeper into hypnosis*...'

You use various hypnotic language patterns, like linking suggestions and embedded commands and watch the client closely to see how they are responding to what you are suggesting and once you notice that they are deeply focused you can then progress on to any trance work.

Then you can follow the induction up with describing something like: and as you *continue to drift deeper into hypnosis*, you can imagine yourself relaxing into the most comfortable chair and closing your eyes...

Pacing and leading breathing induction

There are very few words to this induction. To do this induction, sit with the client, pay them your full attention, match their breathing pattern with your

breathing, initially breathe the same as the client, after a while the client will be following your breathing, so you can lead their breathing. At this point start to defocus your eyes, start to relax, relaxing your shoulders and breathing, deepening and slowing down your breathing. The client is likely to continue to follow along to this and also deepen their breathing and become increasingly internally focused. I often suggest eye closure non-verbally by matching the client's blinking at this point as well and then extending my blinks so that my eyes are shut for a little longer than a blink and doing some extended blinks that the client can see, but often is consciously unaware of, this gives the idea of eye closure. After the client closes their eyes you can move on to whatever trance work you will be doing.

When I often use this approach is while the client is talking to me. As they are talking I will defocus my eyes, smooth my facial muscles, match their breathing and begin to guide myself into hypnosis. This is a very indirect or covert way of hypnotising someone, they just continue to talk to you uninterrupted unaware that you are hypnotising them while they talk. Then when you talk with them they may drift back from hypnosis a little bit while you aren't hypnotising them in this way, then when they talk again you continue to breathe them further into hypnosis, and this works like fractionation, where you have someone go in and out of hypnosis repeatedly and each time they go into hypnosis they find it quicker and easier than before. Doing it this way, some people will just spontaneously close their eyes and stop talking, others will feel like doing this but as they haven't been given explicit permission that this is acceptable they don't, but when you get to the hypnosis and suggest 'okay, take a moment to close your eyes' they are already hypnotised and readily close their eyes and drift deeper into hypnosis.

If you are doing this induction following on from an induction introduction then you can ask the client to open their eyes a moment and talk to them a while gently as you do this induction before having them close their eyes again, or with their eyes closed you can do this induction and just add a little bit of noise to your breathing so that the client can hear the emphasis you give to your breathing, like doing pronounced out-breaths. Then at the end you can transition into saying something like: and you can imagine yourself relaxing into the most comfortable chair, closing your eyes, and *drifting deeper and deeper into hypnosis...*

My friend John induction

The *My Friend John* induction is about describing what the client is doing and their ongoing experience using embedded suggestions within an ongoing description of a hypothetical person called John (you can obviously give the hypothetical person any name, or not mention a name of the person and perhaps refer to them as 'a client came in the other day...'. If the client has their eyes closed, you could ask them to open their eyes a moment, or just talk to them with their eyes closed.

You may say something like 'Someone asked me how...you go into hypnosis... and I told them that the way for...you go into hypnosis... is that you start to listen to me talking...and...you breathe in that calm and comfortable way...and you just want to...drift off...because you know it is such a pleasant feeling...such a relaxing feeling...and...you just want to...go with that feeling... and...your eyes begin to blink...and...begin to shut...and you just want to...drift off into hypnosis...'

You would do this as much or as little as is necessary for the client, following your ongoing observations of them until they appear hypnotised, perhaps with their eyes closed and showing signs of relaxation and responsivity, then you can move on to something like: and you can imagine yourself relaxing into the most comfortable chair, closing your eyes, and deeply and pleasantly into hypnosis...

Focusing resistance induction

(Pause for 20 seconds) What I want you to do is to not respond too quickly, really do your best to go as long as you can, not responding to what I say...that's it (say that's it at times you see them responding, like on outbreaths, eye movements, twitches, etc)...and don't go into hypnosis too quickly...just relax and keep focused on doing your best for now to keep from going too quickly into hypnosis...and I don't know which hand has the most tension in it...and you can notice which hand that is...whether the left hand left right there has more tension than the right hand left right over there...and don't let that tension go just yet...it is helpful to keep a little tension there as you continue to drift deeper into hypnosis, but don't drift deeply into hypnosis too quickly, you can focus on that tension and on not letting go too quickly...as you continue to relax and drift deeper into hypnosis...and you can drift all the way into hypnosis at your own rate and speed...not at my rate and speed...entering hypnosis in your own way...and you don't have to go deeper too quickly with each outbreath...and after a few moments you can begin to find yourself settling down in the most comfortable chair, closing your eyes and drifting deeply and more relaxed into

hypnosis...

Non-verbal induction

There are no words for this induction and it is done starting with the client's eyes open. Reach over and pick up the client's hand gently just above the wrist (you may say that you are going to lift up their arm, just to inform them of your actions, but if the situation is appropriate to do so, you can do this without informing the client that you are about to do this, it works not saying anything, you might just ask if it is okay to hypnotise them if this is a preferred thing to state), look at the client, defocus your eyes, match the client's breathing, as the client breathes in, lift their arm, as they breathe out, lower their arm, when they blink, lower their arm in time with the blinking (like a quick jolt down of the arm), after a short period of time, begin to lead the client, deepen and slow down your breathing, defocus your eyes, relax your shoulders, when the client breathes out and you lower their arm, lower it a bit further and for a bit longer to guide their breathing to be a bit deeper and longer, when you lower their arm in time with their blinking, lower it a bit further and for a bit longer to communicate eye closure. If you want, you can also do smaller movements with the arm in time with the heart rate and can do the same with this, once matched, you can then start to slow the movement to begin to slow the heart rate, so if you do all of this, you are moving the arm in time with the breathing, blinking and heart rate and then leading these rhythms with the movement, as well as communicating through your other non-verbal behaviour, like matching and then leading breathing and blinking and doing behaviours like relaxing your body and face and defocusing your eyes. This induction can take a lot of practice to get used to the close observation of the client and to doing all of this simultaneously.

Following the induction, you can say something like: and you can find yourself approaching a comfortable chair...relaxing down in that chair...closing your eyes...and going all the way deeply and comfortably into hypnosis...

Breathing in and out induction

(Pause for 20 seconds) And breathe in...and out...that's it, deeper and deeper... breathe in...and out...going deeper and deeper...that's it...going deeper and deeper (said on the outbreath)...that's it...breathing in...and out...that's it...going deeper and deeper...breathing in...and out...all the way into hypnosis...that's it...and as you continue to go deeper into hypnosis with each outbreath...you can begin to find yourself approaching the most comfortable

chair...relaxing down in that chair...closing your eyes...and drifting deeply and relaxed into hypnosis...

Fantasy world induction

(Pause for 20 seconds) And as you continue to drift deeper into hypnosis you can find yourself in a fantasy land...and you can have a sense of looking at yourself, seeing what type of armour and clothes you are wearing...what the ground looks like beneath your feet, what the sky looks like...you can be curious what sounds you can hear around you as you notice dragons off in the distance, seeing them flying, and circling in the sky...and you can go and explore this land, finding your way to the dragons...finding yourself following a path...as you get closer to the dragons flying in the sky, you can begin to hear the sound of the beating wings of the dragons...and you can mount a horse to travel quicker across the land, noticing the way the horse moves...the sounds of the horses hooves with each step it takes...the feeling of the horse beneath you...the feeling of the reigns in your hands and the breeze on your face...and I wonder whether you can notice the sounds of rustling of the trees or the way light can dance as it passes through the branches...and the open areas with views over vast vista's... and as you travel out into an open meadow...while going deeper into the journey...you notice the most graceful dragon circling overhead...and as it notices you, it begins to lower down and lands a short distance from you...and as it lands you can hear a thud and feel a slight rumble through the ground...and an outburst of breath...The dragon lowers its neck...and turns to look over at you...and you dismount the horse and walk over to the dragon...you climb onto the dragon's back...with a burst of energy...the dragon launches itself up into the air...you feel the wind in your face as the dragon flies you to a castle on a cliff... the dragon lands on a keep...lowers its head for you to dismount...standing at the open wooden door to the keep, you see a knight...the knight calls you over and tells you they need your help...you follow the knight into the castle, descending echoing stone steps down to a long corridor...looking in one room off the corridor you notice a nursery of baby dragons...the knight talks to you about the help they need you for and the quest they need you to go on (you can create a quest that would work as a therapeutic metaphor for the client's problem while also absorbing the client deeper into the experience, here is an example therapeutic quest)...they walk you to a room...you sit at a round table with other knights who praise you for your skills at sneaking into and out of places unseen and having patience and an ability to understand things in ways others don't... they tell you that there is a monster in the cave near the castle and that monster

sounds like it is getting larger, louder and scarier...you are told that every knight so far has been too scared to fully explore the cave to find and tackle the monster...the deeper they go into the cave, the louder and scarier the monster gets and they haven't been able to find it, they flee with fear...you take on the quest...head out of the castle and trek to the cave...as you approach the cave, you can hear the monster growling...you think about what the monster could be, but unlike other knights in the past, you don't make judgement about what it is until you have evidence...to prove or disprove what you think it may be...you walk into the cave, heading deeper and deeper into the cave...you can hear the occasional dripping of water in the cave and see the way the flame from your torch makes shadows dance on the walls...and the sound of that flame flickering as a breeze occasionally blows into the cave, and the smell of the torch...the sound of the monster gets louder...as you go deeper...then you find yourself in a chamber...the growling sounds like it is in this chamber...you look around, but can't see the monster...you close your eyes as you walk around, just following your hearing to try to pinpoint where the monster is...you feel like you are close to the monster...you open your eyes and see a small hole in the floor...you look through that hole and see a dragon trapped in the cavern below...you take a heavy hammer off of your back and smash through to the cavern below...you lower down a rope, descend the rope and see that the route that this dragon took into the cavern has become blocked...and the dragon has been injured and is becoming weak...you help fix up the dragon's injuries...give the dragon something to eat and drink...and then work tirelessly to help to clear the blocked entrance...after a long time of trying to clear the entrance, you start to feel like it is too much of a task for you...that you may just give up, but then you notice a beam of light shine into the cavern through a crack in the blockage...this gives you hope and motivation to keep going...after a lot of hard work, you manage to get the blockage clear enough for the dragon to fit through, the dragon leaves the cavern...outside the cavern, the dragon rubs its head against you as if to communicate its thanks, before flying off home...you are curious about whether you will see the dragon again and are glad you could help...you head back to the castle, explain what happened before sitting down in the most comfortable seat to rest and relax...closing your eyes...and drifting deeply and comfortably into hypnosis...

Sitting under a tree induction

(Pause for 20 seconds) Imagine yourself sat underneath a tree...and I don't know where that tree is, whether it is in a meadow or next to a stream...and as you rest

back against that tree, you can feel the bark of the tree against your back...and you can look out from being sat under that tree, while hearing the sound of rustling leaves above you as the breeze blows...and noticing the silence of the leaves between the breeze...and looking up at the sky and noticing whether there are any clouds in the sky...and as you drift deeper and become more absorbed in the experience...you can notice what the ground feels like beneath you...and as you continue to rest there under that tree...you begin to read a book...slowly reading and turning the pages of that book...and hearing the sounds around you...perhaps the sounds of birds...the sounds of the rustling leaves...the feeling of the breeze on your face...maybe noticing the warmth of the sun on your face...as you continue to drift deeper into the experience...and as you continue to read that book...so you notice your eyes begin to want to close...and so you close the book and then close your eyes...and as you close your eyes...so you find yourself walking towards the most comfortable chair...you settle down into that chair...close your eyes...and begin to drift deeply into hypnosis... drifting deeper into hypnosis with each breath that you take...

Secret garden induction

(Pause for 20 seconds) And as you continue to relax and drift deeper into the experience...you can discover that you are stood at the top of a beautiful garden...you can look out over that garden...and notice the steps down into the garden and the path weaving through the garden to the back of the garden...you can hear sounds in the garden...the sounds of birds in the trees...the rustling leaves...noticing the smells of different flowers...the movement of butterflies and bees as they fly from flower to flower...and the feeling of a slight breeze... and I wonder whether there are any clouds in the sky...and you can begin to walk down the steps as I count from 10 down to 1...and on the count of one... you can find yourself at the bottom of those steps on the path in the garden... steps...8...7...6...walking...all 10...9...continuing down those way...deeper and deeper...down the steps...5...4...3...that's it...and I wonder what each step sounds like...2...1...as you walk onto that path in this garden... and as you gently walk through the garden you can notice the sounds of your footsteps...notice what each step feels like...notice the flowers and walk towards the tall hedge at the back of the garden...while you walk...you can notice the different colours of the flowers...the different smells as you walk past those flowers...and when you reach the hedge at the back of the garden...you can run your hand gently along the hedge...and as you run your hand along that hedge...you can notice a small branch sticking slightly out from the hedge...and

as you touch that small branch...you can notice how it opens a secret entrance through the hedge into a secret garden...and with curiosity you can step through that entrance and notice how that secret entrance closes behind you...and you discover yourself in this secret garden...the most relaxing secret garden...a garden where you can drift...dream...and wonder...and you find a bench in this garden...you relax down onto that bench...close your eyes...and *relax deeper into the experience*...you get a sense of noticing the most comfortable chair...you relax down into that chair... close your eyes and *drift even deeper into hypnosis*...

Lost world induction

(Pause for 20 seconds) As you continue to...become more comfortable...you can begin to get a sense of being on a canoe or a small boat...heading down a river in a jungle...and as you continue to row along this river you can hear the sounds of the rowing...pushing through the water...the sounds of birds and other animals in the jungle...the sound of the water against the boat...and you can notice what the weather is like...what the sky looks like...the jungle colours around you...as you continue your journey...and you can have a sense of curiosity and excitement about the journey you are on...in your search for a lost world...and you continue down the river...placing an oar in the water...pushing that water back...feeling the weight of the water as the oar pushes that water back...the sound of the oar entering the water...the feeling of pushing that water back...noticing the waves lapping over on the shore...and the light on the surface of the water...and after travelling down the river...you find where you are going ashore...you row up onto the shore...the sound of the boat sliding up onto the shore...getting out of the boat...dragging it the rest of the way up onto the shore...leaving the boat to continue your journey on foot...hacking through the jungle...pushing through the dense jungle...curious about what you will discover...and after a while you begin to notice that among the trees are what looks like ancient ruins...looks like the trees and plant-life have been reclaiming this land and growing over and through these ruins...as you continue to hack deeper and deeper through the jungle...you notice the jungle thinning out and discover a clearing...and in the clearing, you see the ruins of ancient temples and other buildings and statues...you notice that one of the temples appears to be glistening and shining and made of gold...you head to that temple...push the heavy door open...and enter the temple...and as you enter the temple, you discover something incredible...you follow the steps down deeper into and under the temple...and you notice as you pass through another door that it looks

like you have just walked outside, yet you know that you are underground...you notice that there is a whole civilisation down here...and that this looks like forest and farmland and the ceiling is aglow as bright as daylight...and you begin to explore this lost world...you interact with the friendly people down here...you learn knowledge and wisdom from them...you are guided to a building where you see the most comfortable seat...you sit down in that seat...close your eyes... drift deeply relaxed...and discover yourself entering the most profound and pleasant experience of hypnosis...

The curious rabbit hole induction

(Pause for 20 seconds) As you walk through the countryside you notice a rabbit hole...and there is something unusual about this rabbit hole...the closer you walk towards the rabbit hole the smaller you become...and the smaller you become the more curious you get...and as you get closer to that rabbit hole... you notice the grass seeming to be larger and larger around you...the plants and trees all seeming to get bigger and bigger...and as you reach that rabbit hole... you discover that you have become about the size of a rabbit...and you walk into the rabbit hole wondering why you have ended up reaching this size...what it is about this rabbit hole which has led to you shrinking down to the size of a rabbit...and as you walk into the rabbit hole you notice that it is dark in the rabbit hole...you can look back and see the light behind you...and you continue to walk deeper and deeper into the rabbit hole...and you can feel each footstep in the mud...and deep in the rabbit hole you discover a wooden door...you feel around the door...and you find the door handle...you slowly open the door and notice light from behind the door flood into the rabbit hole...and as your eyes adjust to the light...you discover yourself on a smooth stone floor...almost like pure white marble...you notice smooth stone walls and a smooth stone ceiling that just seems to glow...and in the middle of the room is a table and on that table is a bottle that says 'drink me' and without giving it any thought, you drink the drink and as you do...you begin to shrink...and as you shrink, smaller and smaller, you notice that there is a small door...you walk through that door and find yourself in an unusual land...and although you have shrunk...in this land, you don't notice because everything around you is in proportion to your size... and you walk through this land...walking among trees...hearing unfamiliar yet beautiful sounds of animals and birds...and then walking out into the most wonderful meadow...noticing grass and flowers...feeling a sense of wonder and curiosity about this place...interested to explore this land further...and as you walk through the meadow, you discover what looks like the most comfortable

chair...you head over to that chair...relax down in the chair...close your eyes... and drift deeply and comfortably into hypnosis...

Sitting by a stream induction

(Pause for 20 seconds) Imagine yourself sat on the edge of a stream...and I don't know whether you will be sat under a tree...or sat with your feet resting in the stream...and you can rest your feet in the water...and you can be aware of the feeling of the water around your feet...you can be aware of where you are sitting...aware of the sound of the water bubbling past...noticing the waves of the stream...noticing sticks and leaves occasionally floating past down the stream...and perhaps noticing that the air smells fresher here by the stream...and as you continue to relax deeper into the experience...you can feel so comfortable and relaxed as you hear birds and animals in the countryside...perhaps in nearby woodland...and the warmth of the sun on your face and the feeling of the breeze on your face...and I don't know whether you will decide to lie back and relax on the ground beside the stream, or just sit with your feet resting in the water...and as you relax...so your mind can begin to wander...and as your mind begins to wander...you can discover yourself approaching the most comfortable seat...and you can sit down in that seat...and as you relax deeply into the seat...so you can close your eyes and begin to drift and float deeper and deeper into hypnosis...

Room of nothingness induction

(Pause for 20 seconds) Imagine walking towards a building...and as you walk towards this building...you see a door in front of you...and you can reach out to open the door...and as you open the door...you can begin to relax...and as you relax...you can step in through that door...to the first room...and in this room you can...begin to let go...of tension...of stress...and as you leave all that behind...you can walk across the room to another door across the other side of this room...and when you reach that door...you can open that door...and step through that door...and go even deeper into hypnosis...and the third door will be a room of nothingness...and as you drift deeper into hypnosis...you can walk across this room...going deeper and deeper into hypnosis...more relaxed into hypnosis...almost like each step is taken gently and slowly and with a level of intent as you deepen your experience...and as you reach that door...you can open that door...and step into the room...into this room of nothingness...this room where there is no sound...no time...no up...nor down...no left or right... nothing to see...just a peaceful sense of nothingness...just floating and

drifting...deepening your experience...drifting deeper and deeper into hypnosis...and as you continue to drift deeper you can begin to get a sense of the most comfortable chair...you can relax down into that chair...close your eyes... and drift even more comfortably into hypnosis with each breath that you take...

World's most comfortable chair induction

(Pause for 20 seconds) Imagine sitting in the world's most comfortable chair... imagine how your head and neck are supported by the chair...how you seem to so comfortably sink deeply into the chair...how that chair offers the perfect support for your head, neck and back...what it feels like to relax down into that chair...with the comfort of those legs...arms...and bum...so relaxed in that chair...with that chair supporting your body so well that you almost feel weightless resting in that chair...deeper and deeper...scanning through your body...noticing how each part of your body feels so comfortable...and as your body relaxes...noticing how that relaxation and comfort makes your mind want to drift and wonder and dream...and your eyes gently close as you become deeper absorbed in the experience...and find your mind drifting and dreaming as you go deeper and deeper into hypnosis...

Another Earth induction

(Pause for 20 seconds) And with your eyes closed, just allow yourself to listen along to my voice, and as you listen along to my voice, you can continue to relax and drift deeper into hypnosis. and you can get a sense of lying down one night in a meadow...feeling the grass under your head...under your neck...under your hands...and maybe you can notice the temperature of that grass or the movement of the grass and how it can tickle the palms of your hands or your fingertips as you move your hands around over that grass...and perhaps you can notices sounds around you in the meadow...and as you lie there in that meadow...you can have a sense of gazing up at the nights sky...seeing the twinkling stars, seeing the milky way stretched across the sky...maybe seeing the occasional shooting star...and as you gaze up into the sky you can begin to wonder what it would be like if you were on another planet...wondering whether there could be another planet out there like Earth and what it would be like to be able to send your consciousness out into space to that other planet, so that you find yourself looking up at the night sky, at a different view of the sky, wondering whether there could be someone out there gazing up at the night sky, wondering whether there could be anyone out there lying down looking up at the night sky...and as you do this you can *drift deeper into hypnosis* as you notice what is different about this night sky...looking for a star you imagine might be the sun with a planet called Earth circling that star with someone on that planet looking up into the sky at the stars in their night sky...and you can continue to drift deeper as you begin to have a sense of being back in that you lying down in the meadow at night on Earth, standing up and slowly and relaxed...walking around and finding the most comfortable chair, relaxing down into that chair, closing your eyes and drifting comfortably and deeply into hypnosis...

Diving induction

(Pause for 20 seconds) Have a sense of being out on a calm ocean on a nice warm sunny day...on a boat floating on the crystal clear blue water...and have a sense of putting on your scuba gear...putting the air tank on your back...pulling the goggles down over your eyes...the weight of the tank on your back...the feeling of the scuba gear...the slight movement of the boat...as you move to the side of the boat...sit on the side of the boat with your back to the water and flopping backwards into the water...feeling the splash into the water...noticing the water around your body...and once in the water, beginning that descent down under the water...noticing as your head goes underwater...the sounds of the bubbles with each outbreath...noticing the shimmering sunlight dancing through the water...the fish swimming...the changing blues...and how time seems to slow down underwater...and as you comfortably continue to descend...deeper and deeper underwater...you can notice a shipwreck down in the most beautiful white sand on the sea floor... continuing your descent towards that shipwreck...and the closer you get, the more you notice fish swimming among the wreck...waving seaweed...dancing light from the surface...in this clear, blue, water...you can see twinkling and sparkling coming from the ship and you notice that there is treasure in the wreck...you reach and explore the shipwreck...touching the wooden wreck...watching the fish slowly swimming through the wreck...discovering that treasure...and after your dive...you head back to the surface...and back on the boat...you relax back...drifting into a daydream about the experience...almost being rocked gently into that daydream by the movement of the boat on the sea...and in that daydream...you have a sense of the most comfortable chair...you relax down into that chair...close your eyes...and drift deeper into hypnosis...

Sunset induction

(Pause for 20 seconds) And you can find yourself sat somewhere watching and enjoying a sunset...and I don't know where you are...whether you are on a beach...in a park...in a meadow...or somewhere completely different...and you can notice the circle of the sun...so slowly...so calmly...moving towards the horizon...and as the sun moves closer to the horizon...you can notice how the colour of the sky changes...from blues...to oranges...reds...and yellows...and you can notice that the sky opposite the sun is becoming darker blue as the sun continues to set...and you can notice the point where the sun touches the horizon...perhaps noticing the horizon seem to reach up to touch the sun...and as the sun passes down behind the horizon...you can see the stars appearing in the sky...and perhaps notice some rays from the sun illuminating distant clouds...perhaps clouds high in the sky...and you can continue to watch that sun set...becoming deeper absorbed in hypnosis as the light from the sun continues to fade...noticing the sky darkening and relaxing and the blanket of stars revealing itself overhead...and as the suns light fades...so you drift deeper and more relaxed...and your eyelids can lower...as the sun lowers...and you can find yourself drifting in your mind...having a sense of the most comfortable chair...approaching that chair...sitting down deeply into that chair...closing your eyes...and drifting and floating peacefully into hypnosis...

Beautiful place induction

(Pause for 20 seconds) Imagine that you are walking through an awe inspiring beautiful place...and I don't know whether it will be a valley of plants and animals...perhaps with trees around it...with the sounds of birds...or whether it will be a meadow...with soft flowing grass...butterflies...the most beautiful and relaxing sounds...whether it will be a beach with the sounds of the waves...the smell of the sea air...I don't know what the weather is like for you...whether it is sunny...noticing the warmth of that sun on your face...and you can drift deeper into the experience of that beautiful place...and notice what you can see...what you can feel...what you can hear...as you relax in this beautiful place...and you can...enjoy relaxing in this beautiful place...and you can look around and wonder what makes this place so beautiful...and absorb yourself in this place... you can walk around...explore...hear your footsteps...touch different things in this place...noticing what they feel like...going deeper and deeper into hypnosis as you continue to explore...before settling down somewhere in this place... closing your eyes...while listening to the sounds...and perhaps noticing the temperature of the air on your skin...as you imagine the most comfortable chair...and relax down into that chair...closing your eyes...and drifting

peacefully and pleasantly relaxed into hypnosis...

Log cabin induction

(Pause for 20 seconds) Imagine yourself in a meadow...and as you explore the meadow...you can discover a log cabin...and as you begin to walk towards the log cabin...you can discover what each footstep feels like...what each footstep sounds like...what the meadow looks like...what you can notice in the meadow...what the sky looks like...and as you get closer to the log cabin you can see what the outside of it looks like...what the windows look like...the roof...the walls...and as you reach the cabin...you can open the door...hearing the sound of that door as it opens...as you step inside the cabin...feeling the warmth of the cabin...noticing a crackling, glowing log fire in the fireplace... perhaps feeling comforted by the gentle glow of the light in the cabin...and you can sit down in a comfortable seat by the fire...and as evening approaches, you can see the way shadows dance around the walls and notice that it has started to snow outside the cabin...you can see ice beginning to form on the outside of the windows...you can approach a window and rest your hand gently on the glass... feeling that coolness spreading from that glass into your hand...spreading comfort through that hand and into your body...before you sit back down into that seat...feeling like it is the most comfortable chair...relaxing deeper into the experience...closing your eyes...and drifting and floating deeply into hypnosis...

Step into the TV induction

(Pause for 20 seconds) Take a moment to have a sense of sitting in front of a TV...and as you sit in front of that TV, you can notice where that TV is...what is around that TV...what the room looks like...what the TV looks like...what size the TV is...and you can turn that TV on and find a holiday programme on that TV which is exploring somewhere you would like to visit...and as you watch that TV and see what that place looks like on the TV...you can stand up, walk to the TV and as you touch the TV screen...you can find that your hand begins to pass through the screen...and after your hand passes through the TV you follow your hand by stepping into the TV...finding yourself in that place on the TV...discovering the sights...the sounds...what it feels like to be there...and you know you can play different things on the TV and step into different experiences in the future...and in this place you can look around you...and as you look behind you...you see the TV behind you...and you walk around and

discover the most comfortable chair...you relax down into that chair...close your eyes...and drift even deeper into hypnosis...

Sitting on a train induction

(Pause for 20 seconds) Imagine that you are stood on a railway platform waiting for a train to arrive...and you can look down the track and see a train getting closer to the platform...you notice how it starts to break and slow down as it approaches the platform...as it stops at the platform, you can board the train... feeling the way it gently starts moving again...you can find a seat and look out of the window as the scenery outside the train starts to pass you by...and as you see that scenery passing by you can hear the clickity-clack of the train on the track in a rhythmic and relaxed way...and relax back into the seat gazing out of the window at the fields passing by outside the train...watching birds flying in the sky...noticing what the sky looks like...trees and bushes rushing past the window...the way sun shines in the window and dances through trees and buildings the train passes...and as you follow along to the rhythmic sounds and the rhythmic feel of the train moving on the track...your eyes can begin to close as you relax deeper...you occasionally hear announcements on the train as you get deeper into your journey...and while you continue to relax deeper and become more absorbed in the experience with the sounds around you...with the movement...with each breath you take...you start to become aware of walking towards the most comfortable chair...you sit down deeply in that chair...close your eyes...and drift deeply and comfortably into hypnosis...

Watching clouds induction

(Pause for 20 seconds) Begin to have a sense of lying down on the ground... perhaps under a tree...or resting against a tree...or maybe lying down... relaxing...in a meadow...or maybe even on a bench...just resting somewhere you can see clouds passing by overhead...and as you look up at the sky... watching the clouds...you can be aware of the colour of the sky...notice the texture of the clouds...the colour of the clouds...and noticing how the clouds are moving across the sky...you can be aware of any movement within the clouds... and perhaps you can notice clouds at different heights in the sky and how they look different and perhaps move different...maybe moving in different directions or different speeds...and you can see the way the sun illuminates the clouds differently depending on their height and composition...and as you watch those clouds drifting overhead...you can find yourself *drifting deeper into the*

experience...and perhaps you can see rainbow colours in some of the highest clouds...while lower clouds may look soft and comfortable...and as you *drift deeper into the experience...*you can have a sense that while watching the clouds pass by...your eyes begin to shut...and as your eyes shut you have a sense of discovering the most comfortable chair...you relax down into that comfortable chair...close your eyes...and *drift even deeper into hypnosis...*

Rocket launch into space induction

(Pause for 20 seconds) Imagine that you are sat at the top of a rocket prepared for launch...and you are looking up at the controls in front of you...you can notice all of the switches...buttons...and flashing lights around you...and you can look beside you out of the small windows...and because you are so high up off the ground at the top of this rocket, all you can see is the clear, blue sky... and you can hear ground control beginning to count down...they have done all of the checks and are now counting down for launch...10...9...8...7...6...5... 4...the boosters ignite...you can hear a slight rumble and begin to feel that slight rumble...3...2...1...and on the count of one the rocket begins to launch...begins to lift off...and the whole rocket begins to vibrate and shake and you notice the weight of your body as that rocket starts to rise up into the air...and you can hear that rumbling...but then quickly things become quieter for you as the rocket passes the speed of sound and the sound of the exhaust can't catch up with the rocket...and can't reach your ears...and you feel yourself getting heavier and heavier...and after a short period of time...you look through the window...and can see the curvature of the Earth...as the rocket turns to circle the Earth you glimpse more of the planet below...as you reach space and everything goes quiet...and you feel a sense of weightlessness and deep relaxation set in...as you look down on the Earth below...noticing the clouds...the land...the oceans... then passing around the Earth and noticing the lights of cities and flashes of storms...and then the bright sunlight peering out from behind the Earth as you continue circling round the planet and into the daylight side...you can notice the aurora at the poles and familiar stars and the moon from a whole new perspective...and when it comes time to settle down to sleep...you strap yourself in to where you will be sleeping...and feeling weightless...you begin to drift off deeply asleep...and as you do...so you discover yourself approaching the most comfortable chair...you relax down into that chair...feeling weightless...closing your eyes...and drifting and floating...deeply into hypnosis...

Climbing a mountain induction

(Pause for 20 seconds) And you can have a sense that you are walking towards a mountain...and you follow a path up the mountain...and sometimes the climb up the mountain is hard work...other times the climb is easier...and you continue to climb that mountain...and you can feel what each footstep feels like...hear what each footstep sounds like...and you can drift deeper and deeper into hypnosis with each step up the mountain...and as you continue to climb, you can occasionally stop...take a break...relax...and take a look back at how far you have come...and as you reach the top of the mountain...you can gaze out over where you came from...out over your whole journey...noticing perhaps how the air up here is a bit colder...maybe noticing some clouds are lower than you...or on the same level as you...what the sky looks like...perhaps noticing the warmth of the sun on your face...and maybe comparing the difference between the warmth of the sun to the coolness of the air...and you can have a sense of the success of completing this journey...and while you take time to relax up here... you can close your eyes...to deeply absorb yourself in the moment...drifting deeper inside your mind...as you begin to notice a comfortable chair in your mind...walking over to that chair...relaxing down into that chair...closing your eyes...and drifting and relaxing...peacefully...into hypnosis...

Campfire induction

(Pause for 20 seconds) And you can have a sense of camping in a tent, out in a meadow...and the sun is setting...and as the sun sets, so you light a campfire... and as you light that campfire...you can see the way the light flickers and dances...the way the flames move...the warmth and the sound of that fire...and the comfortable glow...you can hear the sounds of night-time animals around you...while the last of the sun fades away...so you can *relax deeper* into the night...and as *you relax* and enjoy the gentle warmth of the campfire, you can notice how your mind calms and relaxes...and sitting in the entrance to the tent...you watch that campfire burn down to glowing embers...and when the time is right...you back into your tent...close up the tent...hear the sound of the sides of the tent move gently in the breeze...and *feel a deep sense of relaxation* as you close your eyes and begin to drift asleep...and as you drift asleep, you notice the most comfortable chair...you approach that chair...*relax deeper and deeper* down into that chair...*going comfortably and deeply into hypnosis.*.. closing your eyes...and drifting so pleasantly into hypnosis...

Hands stuck together shock induction

Take a moment to open your eyes (if the client's eyes are closed)...put your hands out in front of you interlocking your fingers (demonstrate what you mean)...and look at those hands...push those hands *tighter and tighter* together...stick those hands tighter and tighter together, pushing those hands tighter and tighter...and sleep (reaching over and pushing the hands down to the client's lap at the same time a saying 'sleep')...

That's it...and as...you drift deeper asleep...you can get a sense of relaxing down into the most comfortable chair...closing your eyes...and drifting even deeper into hypnosis...

Push down on my hand shock induction

(If the client's eyes are closed, ask them to open their eyes. Put your hand out, palm up, in front of you about waist-height. You can explain to the client beforehand what will be expected of them, explaining that 'in a moment I would like you to push down on my hand as hard as you can and when I say 'sleep' you can close your eyes, let your body relax and drift deeper into hypnosis'. By explaining the induction, this can help the client to follow along better and know how they are expected to respond. I often do the induction without this introduction, but it can be helpful and can increase the effectiveness of the induction)

Put your hand (choose the hand opposite the hand you have put out. So if you have put out your left hand the client will put their right hand on your hand) on my hand...palm facing down...look at the back of that hand (you look at the back of their hand as you say this)...that's right...and begin to push down on my hand...push harder and harder, keep pushing...harder and harder, keep pushing, harder and harder...that's right...(when you see that the client goes inside their mind often with confusion or to tell themselves that they can't push harder, you then say)...and close your eyes, and sleep...(As you say 'sleep' you pull your hand from under the client's hand which adds to the experience for the client of dropping deeper into hypnosis. I like to click my fingers as well for added emphasis as I say 'sleep', you also want to say 'sleep' as a command with an authoritative tone of voice. To notice someone going inside their mind their eyes will often glaze over, or they will glance off or they will defocus their eyes, they may even mouth 'I can't' or words like that when they are thinking that they can't push harder and may shake their head a little as they do or think this)... that's it...and as you continue to drift deeper and relax more fully into the

experience...you can begin to have a sense of a comfortable chair...and of *relaxing* down into that chair...and having a sense of your eyes closing...and *drifting*...and *relaxing*...into hypnosis...

This induction works creating shock and confusion and then giving a clear message to follow.

Spinning hands induction

(If the clients eyes are closed, ask them to open their eyes) What I want you to do is to spin your hands like this (have the client rotate their arms around each other - the forearms spinning around each other, demonstrate what you want the client to do and have your arms spinning either towards or away from you to start with), once they start spinning their arms around each other say something like: spinning those hands faster and faster...and the other way (reverse your spinning as you say that)...and the other way (reverse your spinning again)... faster and faster...and the other way...that's it... and the other way...faster and faster...and the other way...that's it, and sleep (keep changing the spinning and speeding up the spinning until the client shows signs of confusion and is struggling to follow the instructions. At this point continue a little bit more, asking them to go faster and keep changing direction and acknowledging when they do this and say 'sleep' as a command in an authoritative voice when you see them confused and showing signs of being ready to relax. As you say 'sleep' reach over quickly to the client's arms and gently holding their forearms, push their arms down towards their lap. If needed you can say 'close your eyes, and sleep' rather than just 'sleep')

Then continue on: and as you continue to *drift deeper* and more *comfortably asleep* I wonder whether you will continue to *go deeper* with each in-breath or each outbreath...and as *you drift deeper into hypnosis* you can begin to get a sense of seeing the most comfortable chair...and you can walk toward that chair, noticing how you can tell *that chair is just so comfortable*...and you can take a moment to sit down deeply into that chair and have a sense of closing your eyes and *drifting off into even deeper into hypnosis*...

Arm levitation induction

(Pause for 20 seconds) (Give suggestions for arm levitation on in-breaths (when the arm naturally lifts slightly), acknowledge any movement in a hand or arm with 'that's it' or similar acknowledging phrase and deviate from the script if the

client has already risen their arm well and probably no longer needs suggestions encouraging it) With your eyes closed, just rest those hands on your thighs...and take a moment to focus on which hand is warmest...and which hand is coolest... and notice which hand is heaviest...and which hand is lightest...now I don't know whether this hand right here (looking at the nearest hand to you) is heavier than that hand left right over there (looking at the hand furthest away), or whether that had left over there (looking at the hand furthest away) is heavier than this hand left right here (looking at the nearest hand)...and you can take a moment to really focus on the hand that is lightest...and as you do you can begin to turn your head to face that hand...and I don't know whether you will notice movement start in the wrist or the elbow, or perhaps the palm of that hand...or maybe movement begins in the fingertips...and as that movement begins...I don't know at what point you will notice it...and whether that arm will begin to lift before you notice it lifting, or whether it will begin to lift before I notice it lifting...and as that hand begins to lift you can perhaps notice how much heavier the other hand is becoming...and I don't know if that other side is becoming heavier in the hand or the arm first...at the rate and speed that this hand begins to lift...and on the lighter arm you can have a sense of helium balloons being tied to that arm near the wrist...and I wonder how many helium balloons will lift that arm and how many will speed up the raising of that arm lifting...as one helium balloon is tied to that arm...and then a second helium balloon...and at some point it will become harder to keep that hand down as those balloons lift it *up...*and a third helium balloon...and you can notice how those helium balloons are being inflated with more helium and they are getting larger and larger... lighter and lighter...and the more helium in those balloons the light and lighter they become...and you can watch as those helium balloons begin to rise right up into the air (if they are looking at their left hand you can say 'begin to left up into the air')...higher and higher...lighter and lighter...and I don't know whether that *lifting will continue* with each in-breath or each outbreath...or whether it will be with the words that I use...or the spaces between my words...(from here largely be silent, with just encouraging comments, like 'that's it' and 'lifting...lifting...' and 'all the way' when you notice any movement. The movement could be the elbow as they breathe in, or a twitch in the hand etc. If the arm doesn't lift, then you can say to the client 'in a moment, I'm going to reach over and lift up that arm and not tell you to put it down any faster than you drift even deeper into hypnosis')...and now as that arm begins to lower back down to your lap...you can drift deeper and deeper into hypnosis...and as you do...you can discover the most comfortable chair...and take a few moments to walk over to that chair... relax down into that chair...close your eyes...and drift and float deeper into

Ericksonian questioning arm levitation induction

(Pause for 20 seconds) Rest your hands lightly on your legs on the tips of your fingers...and I will ask you some questions and you can nod or shake your head in answer and follow those questions...have you ever been in hypnosis before?...are you willing to experience arm levitation?...and can you look at the hand that will lift?...and can you open those eyes (if they have their eyes closed) and look at the hand that will lift?...and are you willing to discover the difference between feeling hypnotised and wakeful awareness?...and those hands can feel comfortable resting there can they not?...and can you rest those hands there so lightly with just those fingertips touching the legs?...and can you notice the arms lift slightly with each in-breath?...and can you notice the movement of the hand...as it is lifting?...and can you notice the lightness of that hand?...and are you aware of other sensations as you drift into hypnosis?...and do you know what it feels like to put that hand up to answer a question in class?...or to raise that hand to get something off of a high up shelf?...or to scratch an itch?...and can you notice how that arm continues to lift all by itself with each breath that you take?...and do you notice those changes happening within you as you are drifting deeper into hypnosis?...and do you think that arm will have finished lifting before the eyes close and relax shut?...and as the eyes close and relax shut and you drift deeper and deeper into hypnosis...can you notice what your experience of drifting deeper into hypnosis feels like?...as you now begin to get a sense of the most comfortable chair...and as you walk towards that chair...those arms can rest down in your lap as you rest down into the chair...close your eyes...and drift comfortably and deeply into hypnosis...

Look at my finger induction

(If the client's eyes are closed, ask the client to open their eyes) (Place your hand in a pointing position (with your forefinger pointing) about 60cm from the client and above eye level, about as high as they can look up when they keep their head still and facing forward) Look at my finger, keep your head facing forward but keep your eyes looking up...that's it...and notice those eyes getting heavier and heavier (very slowly lower your finger down in front of the client's face and keep lowering your finger down until it is so low that the client's eyes naturally close because it is too low to look at the finger. If the client starts to move their

head down, then remind them to keep their head facing forwards, you just want the eyes to move)...all the way...that's it... (you may repeat 'all the way, that's it...' again as they drift deeper into hypnosis, perhaps timing this phrase with the client doing an outbreath) and as *you continue to drift deeper* and *relax more fully into the experience*...you can begin to have a sense of a comfortable chair...and of *relaxing* down into that chair...and having a sense of your eyes closing...and *drifting*...and *relaxing*...into a *hypnosis*...

Look into my eyes induction

(If the client has their eyes shut, ask them to open their eyes) Ask the client to look into your eyes and as they look into your eyes you defocus your eyes, match the client's breathing and then start to slow your breathing down, you begin to relax your body, relaxing your facial muscles, head, neck, through the body and when you see the client defocus their eyes or blink and close their eyes you can say 'that's it, all the way' just to encourage them to go with that. You may need to say this a few times at times you see the client defocus their eyes or blink before their eyes remain closed. Then continue on saying: and as *you continue to drift deeper* and *relax more fully into the experience...*you can begin to have a sense of a comfortable chair...and of *relaxing* down into that chair... and having a sense of your eyes closing...and *drifting...*and *relaxing...*into hypnosis...

Eye fixation induction

Take a moment to open your eyes (if the client has their eyes closed) and find a spot just above eye level to focus on and hold your attention on...and as you focus on that spot...keeping those eyes fixed on that spot, just allow all of your attention to be drawn into that spot...really hold your focus on that spot...and as you do...those eyes will occasionally...feel heavier...and want to...blink a little...and each time they blink...you can *drift deeper and deeper into hypnosis*...and don't let the eyes blink shut too quickly...really try to hold your attention on that spot...for as long as you can...and each time the eyes blink... they will become more difficult to open...and will want to remain shut...and I don't know whether you will *drift deeply into hypnosis* before the eyes close...or after the eyes have closed...as you continue to look at that spot...(say 'that's it' when you notice blinking and 'all the way' when you notice the client's eyes defocus or with some of the blinks and with outbreaths, if the person doesn't close their eyes, not even to blink, after a while you can suggest 'and you can

take a moment to...let those eyes close...as you drift even deeper') and as you continue to *drift deeper into hypnosis* you can notice the most comfortable chair...and when you sit down in that chair...you can close your eyes...and drifting deeply and pleasantly into hypnosis...

Swinging pocket watch induction

If the client has their eyes closed you can ask the client to open their eyes, hold a pocket watch a few feet in front of the client by the chain with the watch just above eye level and when the watch is swinging, have it swing at a comfortable pace across the field of vision of the client. Ask the client to look at the watch, keep their head still and follow the watch with their eyes. Once the client is looking at the watch, start swinging it (keeping your hand still) from side to side, occasionally give reinforcing and supportive comments like 'that's it' and 'all the way' and 'just keeping those eyes on the watch'. After a short while of the client following the swinging watch, very slowly begin to lower the swinging watch down so that it is level with the client's eyes and then as they continue to be following the watch gradually lower it down lower than eye level and gradually slow the swinging down (this begins to communicate drifting deeper and begins to encourage the eyes to close as the eyes follow the lowering pocket watch) and if after a few minutes the client's eyes haven't closed but they have been following along and the watch is perhaps in-line with their chest now and so their eyes are almost closed looking down towards the watch, then you can suggest that the eyes can get heavier and want to shut. If after another minute or so the eyes still haven't shut, you can suggest that they can now close as they drift even deeper into hypnosis. Then continue: and you can notice the most comfortable chair...and as you relax down into that chair, you can close your eyes...and drift deeply and relaxed into hypnosis...

Uptime, downtime induction

(If the client's eyes are closed, ask them to open their eyes and look at a spot above eye level) Now take a moment to look at that spot, focus on it as vividly as possible, then close your eyes...and now recreate that on the inside...have a sense of that spot in your mind's eye being as vivid and real as it is out here... have a sense of the sounds from out here in your mind's eye, being clear and crisp...and each time you close your eyes and *drift deeper into the experience*... you can make that inner representation of the outer view as clear and crisp as possible...and open your eyes and look back at that spot...and close your eyes...

and drift deeper into the experience and make that spot in your mind's eye as clear and vivid as possible...and open those eyes and look back at that spot... and then close your eyes and recreate that on the inside again...and then open your eyes...and then close your eyes...that's it...making that as realistic as you can again...finding it harder to open your eyes each time you are asked to do so...and opening those eyes...looking back at that spot...and close those eyes...deeper and deeper...finding it harder to open them as you drift deeper into hypnosis...and trying to open those eyes...seeing that spot...drifting deeper and deeper...and trying to open those eyes...and closing those eyes...seeing that spot in your mind's eye...drifting more relaxed into the experience...and taking time to drift even deeper and noticing the most comfortable chair...and as you relax down into that chair...so you can close your eyes...and find your mind drifting and floating comfortably into hypnosis...

Counting backwards induction

(Pause for 20 seconds) Just take a moment to begin to count slowly backwards out loud from 600...and as you continue to count backwards you can *drift deeper into hypnosis* with each number...and as you continue to count down...it will become harder and harder to keep counting...and the numbers will become harder to grasp...and it will become more difficult to keep counting...and it will become easier and easier to just...*let them all go.*..and *drift deeper* inside...and as you continue to *drift deeper and relax*...it will be more difficult to talk...and sometimes you will lose your place and skip numbers or repeat numbers...until you just want to...*let them go.*..and *relax deeper into hypnosis*...going all the way...*deeper and deeper*...and as that counting gets too much effort to focus on...you can just relax...let go...and begin to have a sense of the most comfortable chair...and you can walk over to that chair...relax down into the chair...close your eyes...and *drift deeply and comfortably into hypnosis*...

Eyes blinking induction

(If the client has their eyes closed, you can ask them to open their eyes) I'm going to count slowly up from one...and on each count I want you to close your eyes...and between each count I want you to open your eyes ready to close your eyes on the next number...so when I say one...you will close your eyes and then open your eyes before I say two...and then when I say two...you will close your eyes and open your eyes before I say three...and you can *drift deeper into*

hypnosis each time you close your eyes...and it can be harder to open those eyes with each count...1...2...3...4...5...6...(count slowly and in a very relaxed way. Count slightly uneven at times, leaving occasional slightly longer pauses so that they expect you to say the number but you say it just after they expect it. When you notice them struggling to open their eyes, then you progress to suggesting they go deeper, rather than continuing to count. Between numbers you can say supportive comments like 'all the way' and 'deeper and deeper' and 'that's it' perhaps at times you see them breathe out or relax deeper etc) that's it... as you drift deeper and deeper...going all the way...deeply and comfortably into hypnosis...and as you continue to drift deeper into hypnosis...you can notice the most comfortable chair...and relax down into that chair...close your eyes...and discover yourself drifting into hypnosis in the most relaxing way...

Bucket and balloon induction

(If the client has their eyes closed, ask them to open their eyes) Put your arms out in front of you, palms facing downward, close your eyes and imagine you have a bucket hanging on one hand and a helium-filled balloon tied to the other hand, and imagine that bucket is being filled with water and is getting heavier and heavier and the balloon is filling with more helium and is rising higher and higher and the more the balloon is filling and getting higher and higher the heavier the bucket is getting and pulling down lower and lower, and the more this is happening the deeper and deeper you can go into hypnosis (pause to give time for the hands to move, you can reiterate the ideas presented more times if needed. As the hands move reinforce the movement by saying things like 'that's right' and 'all the way' and commenting on the hand getting heavier and hand getting lighter, once the client is showing clear signs of responding then you can move on with the induction)...and in a moment both hands can begin to lower down to your lap as you go even deeper into hypnosis...that's it...all the way... and as you continue to drift deeper and relax more fully into the experience... you can begin to have a sense of a comfortable chair...and of relaxing down into that chair...and having a sense of your eyes closing...and drifting...and *relaxing...*into hypnosis...

Hands stuck together induction

(If the client has their eyes closed, ask them to open their eyes) Put your hands out in front of you, interlocking your fingers, and look at those hands and push those hands *tighter* and *tighter* together keeping those *hands sticking together*

and notice how the more you stick those hands tightly together the deeper into hypnosis you go and the deeper into hypnosis you go the tighter those hands stick together and notice how you can try in vain to unstick those hands as they stick tighter and tighter together, and in a moment those hands can begin to lower down to your lap and as they lower down to your lap you can drift deeper and deeper into hypnosis and the arms and hands can begin to relax...and as you continue to drift deeper and relax more fully into the experience...you can begin to have a sense of a comfortable chair...and of relaxing down into that chair... and having a sense of your eyes closing...and drifting...and relaxing...into hypnosis...

Hand passes induction

(If the client has their eyes closed, ask them to open their eyes) Look at my hand (place your hand close to the client (about 40-50cm away from them) and above eye level so that the client is almost straining to look up at the hand) and keep your head facing forward...that's it...(very slowly move your hand down in front of the client until your hand has passed low enough for them to have closed their eyes (if they have kept their head straight) (if the client doesn't close their eyes once their eyes are looking very low, you can just say 'that's it, and close your eyes'). Then say 'that's it, going deeper, and deeper' as you pass your hand from above their head down passed their face in front of their closed eyes. Do this a few times, ideally in time with the client's outbreaths so that they experience a sense of deepening. From the client's experience they will notice a shadow cross their field of vision (with their eyes closed) which will give a sense of movement. If you move your hand up across their face the shadow will give them the sense they are descending, like passing floors in a lift (so you can suggest they can descend in a lift (like the lift deepener) and use this with that approach), but I have found that people respond either way, whether you move your hand up or down, they see to get the same feeling) and as you continue to drift deeper and relax more fully into the experience...you can begin to have a sense of a comfortable chair...and of relaxing down into that chair...and having a sense of your eyes closing...and *drifting*...and *relaxing*...into hypnosis...

Arm lowering induction

(If the client has their eyes closed, you can either ask them to open their eyes or you can specify in the induction which arm you are going to lift up, like saying

'in a moment, I'm going to reach over and lift up your left arm...and I'm not going to tell you to put it down...') In a moment I'm going to lift this arm up and I'm not going to tell you to put it down any faster than you relax *deeper and deeper into hypnosis*. (Gently lift up one of the client's arms above head height; you can suggest they look at their hand if you want). And you can go deeper and deeper into hypnosis as that arm lowers...that's it... that's it... all the way (all said in time with the arm lowering and with the client's outbreaths, if the arm is lowering quickly you can suggest they 'really take time to enjoy entering hypnosis...letting that arm lower slowly' and make additional suggestions if needed for the arm to lower slower)...(once the arm has fully lowered to the client's lap) and as *you continue to drift deeper* and *relax more fully into the experience*...you can begin to have a sense of a comfortable chair...and of *relaxing* down into that chair...and having a sense of your eyes closing...and *drifting*...and *relaxing*...into hypnosis...

Agreement set induction

With this induction you are stating facts that the client can't disagree with, everything you say is true and observable. If their eyes are open you may say something like: At the moment you are looking over there and you have something you can gaze off at...and every now and then your eyes are blinking...and sometimes between blinks your eyes are feeling like they want to blink...and you are breathing in...and out...that's it...and your arms are resting there, that's it...all the way...that's it...and your eyes are closed...and your breathing has deepened...and your shoulders raise...and lower...and you can hear my voice...

All you are doing in this induction is using your observations of the client to make true statements that they would agree with. So in my example, the client can be asked to gaze off somewhere, then you can say 'at the moment you are looking over there' because this is true, the same with saying 'you have something you can gaze off at' because they do, and every now and then they are blinking, so you are telling them things they can agree with when you tell them that, just like the breathing, they are breathing and you are just telling them what they are doing. The whole induction is just getting repeated agreement by stating things which are true, talking about their ongoing experience. When people repeatedly agree they are more likely to continue to agree, so it feels like a very gentle and respectful process that they are going through. You aren't leading them or telling them what to do or how to go into hypnosis, you are an observer on the client having their own experience of drifting into hypnosis, you are

stating your observations and occasionally reinforcing their behaviours with statements like 'that's it' and 'all the way'.

Then you can continue: and as *you continue to drift deeper* and *relax more fully into the experience...*you can begin to have a sense of a comfortable chair...and of *relaxing* down into that chair...and having a sense of your eyes closing...and *drifting*...and *relaxing*...into hypnosis...

Linking suggestions induction

Like with the Agreement Set Induction, this induction is one which doesn't have a script as such because you are responding to the client in front of you and to what they do and how they are responding. For example:

As you look over there you can breathe in...and breathe out...and while you breathe in...and out...your eyes can keep gazing over there, and your eyes can keep blinking, and as your eyelids blink the hands can rest on your legs...that's it...and as your hands rest on your legs, from time to time the eyes will want to shut fully...and as the eyes shut fully the breathing can slow down a little...and as the breathing slows down a little the arms can relax, and as the arms relax, so you can continue to *drift deeper into hypnosis*...that's it...and as the arms relax, so relaxation can spread within you...and warmth can perhaps spread to your cheeks...and as you sit there listening to me, you can hear sounds outside...and listening to sounds outside can help you to *drift even deeper into hypnosis*...

What you are doing with this induction is observing the client's ongoing experience and commenting on your observations, linking one thing to the next with linking words like: before, during, after, as, while, and, when. As the client follows all of your stated observations you can start to make realistic suggestions which aren't necessarily true, but because everything else has been correct they are likely to continue to follow along (like the end with drifting deeper into hypnosis, assumes they are drifting into hypnosis which is likely to be followed because of the truisms, but it may not have been true until they followed the suggestion). So if the client is gazing somewhere then you can say 'as you look over there' using 'as' to connect the breathing in and out with gazing over there, then in the above example I am linking the breathing with continuing to gaze, then with the word 'and' I link the continuing to gaze with the eyes blinking (which is likely to naturally happen), then I start linking the blinking with the hands continuing to rest on the legs, then link the hands continuing to rest on the legs with the eyes wanting to shut fully, then link the eyes wanting to shut fully with the breathing slowing down, then link the breathing slowing down with the

arms relaxing, then the arms relaxing with the client drifting deeper into hypnosis, etc.

Then you can continue: and as *you continue to drift deeper* and *relax more fully into the experience...*you can begin to have a sense of a comfortable chair...and of *relaxing* down into that chair...and having a sense of your eyes closing...and *drifting*...and *relaxing*...deeper into hypnosis...

Deepeners

Staircase

That's it...as you begin now to imagine a secret staircase in your mind...and as you walk down that secret staircase...with each step, you can find yourself *going* twice as deep into hypnosis...and while you go deeper with each step you take... I will count down from 10 in the background...and on the count of one you will be at the bottom of the staircase...and I wonder whether you will go deeper without realising it or whether you will notice certain changes or sensations as you drift deeper into hypnosis...as you step on the first step...10...going deeper and deeper...stepping on the next step...9...going twice as deep into a comfortable hypnotic trance state...continuing down those stairs...8...drifting deeper and deeper...7...becoming more absorbed...deeper and deeper with each breath you take...6...drifting deeper honestly and fully into hypnosis...5... allowing your unconscious now to find its own way of helping you go deeper and deeper into hypnosis...4...allowing all of your attention to be absorbed into the hypnotic experience...3...almost at the bottom of the stairs now...as you become deeper and deeper absorbed...2...letting your mind wander and drift and dream whilst your unconscious now...focuses on what is important to change...and one...now...into...hypnosis...in your own unique way ready and prepared to make the necessary changes as you arrive at the bottom of the steps (pause for a minute)...

Pictures in pictures

That's it...and as you now begin to imagine a picture of a beach in front of you...and as you pay close attention to that beach you can begin to notice something different about that picture...and the more you try to see what isn't there the more you find yourself drawn into the image...and then in a blink you

can find yourself in that picture searching for a path (pause for about 30 seconds)...and as you wander around wondering where the path will be, you can notice it in another picture...and a curious thing about these pictures is that each time you drift into one you *go even deeper into hypnosis*...and in a blink you can find yourself on that path...searching for something new (pause for about 30 seconds)...and I wonder what sounds each foot step makes as you...walk along that path until you see that new picture...and in a blink you can find yourself in that new picture knowing that what you can learn and discover here can stay in this picture for you to use instinctively in the future like unconscious knowing (pause for about one minute)...

Raising and lowering the arm

In a moment I'm going to lift up that right arm (you can lift either arm) and it can rest there so loose and limp...and as I let go of that arm and let it drop freely back down to the leg you can *relax deeper into hypnosis*...and I don't know whether you will go twice as deeply or four times as deeply into hypnosis...(lift up the arm (if it feels like they are helping in any way to lift the arm suggest 'that's it just allowing that arm to be loose and limp...' and then wait a moment for the arm to become loose and limp. If it doesn't go limp just continue with 'and as that arm lowers to the leg you can go deeper and deeper into hypnosis each time the arm touches the leg' and then lift it a few times letting it lower a few more times) (let the arm drop, as it hits the leg say: 'that's it *deeper and deeper into hypnosis*'. Repeat this 3 or 4 times. Notice the clients face and body language to notice signs of deeper relaxation like reddening face or slower breathing or slumping more)...that's it...and with each breath you take you can continue to increase receptivity and relaxation and continue to *drift deeper and deeper* inside...that's right...(pause for about one minute)...

Down in a lift

That's it...and I wonder what you would imagine if you were to *imagine a trance lift*...a lift that appears to be in front of you that leads down four floors only as fast as *you drift deeper into hypnosis*...how will that lift be decorated...will there be any lift music and if there is what is playing in the background...and I wonder what that lift feels like as you go down those four floors to the basement of trance...deep into the depths of...*your unconscious*...as you step comfortably into that lift and *drift deeper and deeper* down from floor four to floor three... going only as fast as *you go deeper and deeper*...in your own unique way...

down deeper and deeper...(pause for about 30 seconds) and you can notice what is at floor three and know it is not the floor for you...as you...drift deeper down...to floor two...and as the lift briefly pauses at floor two I wonder what you can discover...(pause for 30 seconds)...before continuing to drift down deeper to the basement...but don't reach the basement just yet...allow your unconscious to be fully prepared for the changes ahead in a way you may consciously not know...and the journey to that final level can be a bit further as I quieten down in the background to allow you to complete your journey comfortably and fully...(pause for one minute)...that's it as you reach the basement and you can now exit the lift and enter a room where change can occur...and I wonder whether you will be curious later to wonder how much change was left here with only your unconscious for company after you exit hypnosis...

Gazing into space

That's it...you know as a child I used to sit down resting against trees gazing up at the clouds as they drifted gently across the sky...and I used to wonder whether there could be someone out there in space sitting beneath a tree gazing up at the sky watching those clouds wondering whether there could be someone out there in space sitting beneath a tree gazing up at the sky watching those clouds...and I used to wonder what their clouds would look like and what their space would look like from their planet...and I wonder what you think it would feel like to be sat beneath a tree...gazing up into the sky...looking at the clouds wondering whether there is someone out there in space sitting beneath a tree gazing up at the clouds...and I wonder what you think their trees would look like and what their weather would be like and what their clouds would look like...and how effortless it can be to drift across space and time to different planets in the mind as you drift deeper into the experience of wondering what would be different for them...what would it feel like to be them...what would be different about the way they think...as they lead a life where they have overcome great adversity and achieved enlightenment and spiritual awakenment and explored life with a sense of curiosity and wonder and excitement and achieved great change without even knowing how it happened or how it was possible...(pause for one minute)

Using silence

That's it...and in a moment I'm going to be quiet as *you drift even deeper* still honestly and *fully into hypnosis*...and you can be curious as to how deep you

will go with the spaces between my words and whether you will notice how deep you become as *you drift deeper and deeper...* and I'm going to quieten down a minute and you can take all the time you need to really honestly *become fully absorbed in hypnosis...* accessing a state of mind ideal for creating change and new discoveries...(go quiet for one minute)... (It can help to match the client's breathing and then begin to extend your outbreaths to begin to help the client become more deeply relaxed)

Priming

Priming to overcome psychological difficulties

And as you relax deeper into hypnosis...your unconscious can take on board all that is necessary to help you to see things from a new perspective...to allow for change to occur...there is an old story told about a monkey living in a forest... the monkey used to worry that one day the sky was going to fall...the monkey used to worry about having an accident and not having anyone around to help... he used to worry about what could go wrong in the future...he used to worry about what other animals thought of him...did he make too much noise...was he attractive enough...he used to worry about times in the past that made him feel guilty...this monkey would create vivid images in his mind as if he was seeing through his own eyes and really feeling all the horrible feelings and worry...then one day the monkey heard a crash through the trees behind him...he could feel his heart rush as he instinctively ran to escape the noise...'the sky is falling...the sky is falling'...the monkey shouted as he ran through the forest...the other animals heard this and started to panic...they began running around the forest shouting...'the sky is falling...the sky is falling'...before long all the animals in the forest heard this tale about the sky falling and the forest was full of panic...'the sky is falling...the sky is falling'...just then a wise old owl glided down to talk to the animals and find out what was going on...he spoke to a variety of different animals to discover where this tale came from...eventually he traced the story back to the monkey...the wise owl found the monkey shaking and hiding in the base of a tree...'what's this about the sky falling?'...the owl asked...'I heard it myself...the sky is falling the sky is falling'...replied the monkey...the wise owl decided to take the monkey back to where the sound came from...once they were back where the monkey first heard the sound they waited with anticipation...after a while they heard a crash and a thud...'was that the sound you heard?'...asked the owl...'yes...the sky is falling...the sky is

falling'...the monkey replied...the wise owl asked 'how do you know the sky is falling...that sound could be anything...have you checked to see what fell?'...the owl picked up the monkey and flew above the tree tops and just glided around... from up here the monkey could look up and see the sky was still in place and he wondered what he had heard falling...he looked down and watched the trees... just then he saw a coconut fall to the floor...the monkey felt embarrassed but compelled to put things right...he knew what he had to do...he had to let the other animals know it was a mistake...the owl told the monkey he could fly him to the foot of a nearby mountain and give him directions but he had to climb the mountain himself...the monkey understood this...he knew he had a long way to climb so kept his attention on where he was going and how he was going to get there...the monkey climbed and struggled and learnt new things about himself and how much more he is capable of that previously he didn't realise... eventually after many hours of climbing and struggling he felt the satisfaction of reaching the top all by himself...he had managed to keep going even when he didn't think he would be able to...from the top of the mountain the monkey realised he could see the whole forest...the monkey shouted from the top of the mountain and the whole forest listened...as the monkey explain the whole story...and all the animals relaxed...(pause for about 1 minute)...

Priming to overcome physical difficulties

And in hypnosis your unconscious can begin to make changes throughout the body...your unconscious can make all the changes instinctively in the same way that you can learn to walk and talk and adapt over time without any conscious effort at all...your unconscious knows how to make changes to muscles... changes to blood flow...changes to the immune system...changes to the digestive system...changes within any cell in the body...you know a master sailor can make sailing appear so effortless...they can tie complex knots...carry out complex tasks...they can keep the boat upright even in strong winds...they learn how to use the wind and the tide rather than fight it...yet when they began they didn't know how to do any of this...some of the skills they learnt through practice...others they developed unconsciously...like their ability to not feel the pain of working their muscles hard...and to be unaware of pain from cuts and bruises and injuries...whilst they are preoccupied with more important tasks... and it can almost feel like they have an out of body experience...their body is doing the work while their mind is observing...and you know once a sailor has learned a knot and mastered that knot they can tie the knot without paying attention...(pause for about 1 minute)

Therapeutic Scripts, Processes & Techniques

Introduction

Before we move on to the therapeutic scripts, processes and techniques, what I have done is to share what information I could find about the evidence for using hypnosis in relation to as many of the areas these scripts cover so that you can make an informed decision about using hypnosis as part of your therapy and in what context. Unfortunately, there is often very limited research that has been carried out into the use of hypnosis in many areas and often where studies have been done, they have been of a low quality. I focused on studies which were more recent and tried to look at reviews and meta-analysis where possible which evaluated multiple studies.

Where the research is lacking, doesn't mean hypnosis can't help in those areas, but it is always best to be first guided by the research as to the approach you will be taking with clients and looking at where the use of hypnosis might fit within that approach. For example, if you were helping a child to stop bedwetting, you may use an intervention, like having them set an alarm clock, then with hypnosis, you may have them mentally rehearse waking to the alarm, going to the toilet and quickly settling back down in bed to sleep. You may use hypnosis to have them mentally rehearse discovering their bed is dry and despite poor evidence of success, you may decide to use hypnotic suggestions for dry nights while the child is hypnotised, perhaps after they have carried out mental rehearsal and before awaking them from hypnosis.

Smoking Cessation and Alcohol Reduction and other Addictions

Hypnosis can be used to help those who want to quit smoking but in studies, its effectiveness isn't in-line with what many hypnotherapists seem to claim. In a 2008 randomised trial, participants underwent either two 60-minute sessions of hypnosis or behavioural counselling (both used in conjunction with nicotine patches). At 12-month follow-up 20% of those who had the hypnosis sessions were abstinent, compared to 14% of those who had behavioural counselling (Carmody, et al., 2008) which is fairly consistent with other studies that check abstinence based on biochemical testing. In a randomised controlled trial looking at hypnotherapy, hypnotherapy and nicotine replacement therapy at 26-weeks, hypnotherapy and hypnotherapy with nicotine replacement therapy were about three times more effective than nicotine

replacement therapy alone, but there was no difference in effectiveness compared to those who quit themselves without hypnotherapy or nicotine replacement therapy (Hasan, et al., 2014).

In an examination of the evidence on the use of hypnosis and its effectiveness which looked at 59 studies, they concluded that "Whereas hypnotic procedures generally yield higher rates of abstinence relative to wait-list and no-treatment conditions, hypnotic interventions are generally comparable to a variety of nonhypnotic treatments." The conclusion continued that the evidence of whether hypnosis was more effective than placebo was inconclusive and that many of the positive effects of treatment could have been due to the cognitive, behavioural and educational interventions which were associated with the hypnotic treatment (Green & Lynn, 2000).

Hypnosis used in conjunction with cognitive-behavioural therapy increases the effectiveness of cognitive-behavioural therapy (Kirsch, Montgomery, & Sapirstein, 1995), so it makes sense that when used as an adjunct to therapy, it can help to increase the efficacy of that therapy. This was identified as possibly being the case in a Cochrane Systematic Review (Barnes, McRobbie, Dong, Walker, & Hartmann-Boyce, 2019) that found the available studies were generally of a low quality. This is also why the scripts here don't just do suggestion therapy and should be included within broader therapy that you are doing with your client.

There are limited randomised controlled trial on the use of hypnosis for quitting or reducing alcohol consumption. In a 2019 randomised controlled trial comparing hypnotherapy to motivational interviewing, there were slightly better reported outcomes for those who received hypnotherapy at one year follow-up, but all participants received group therapy alongside one-to-one motivational interviewing or hypnotherapy, so the findings were inconclusive about what impact the one-to-one therapies had compared to the group therapy component (Shestopal & Bramness, 2019).

In a small pilot study on treatment of opium addiction, all participants underwent psychotherapy, with half being assigned no additional sessions and half assigned 5 hypnotherapy sessions. 40% of those who had hypnotherapy relapsed, compared to 73% of those who only received the psychotherapy sessions. Many participants also reported additional benefits like reduced insomnia, restlessness, pain and autonomic disturbances (Golabadi, Taban, Yaghoubi, & Gholamrezaei, 2012).

Weight-Loss

Hypnosis can be very helpful in supporting clients to lose weight. There is evidence that hypnosis alone can help to get initial results over a short time-span and when used in conjunction with cognitive-behavioural therapy, can increase effectiveness of cognitive-behavioural therapy over the longer term. Those who received cognitive-behavioural therapy with hypnosis lost more weight at follow-up than 79% of those who only received cognitive-behavioural therapy (Milling, Gover, & Moriarty, 2018) which matches with the research that hypnosis used as an adjunct to cognitive-behavioural therapy is generally more effective than cognitive-behavioural therapy alone (Kirsch, Montgomery, & Sapirstein, 1995).

Depression

In a meta-analysis of hypnosis being used to help people with symptoms of depression those who received hypnosis showed more improvement than 76% of control participants and at the longest follow-up there was more improvement than 51% of control participants. These results are comparable to other psychological therapies (Milling, Valentine, McCarley, & LoStimolo, 2018) and cognitive-behavioural therapy with hypnosis being used as an adjunct to that therapy saw greater improvements than cognitive-behavioural therapy alone (Alladin & Alibhai, 2007).

Worry

Hypnosis can be an effective in the treatment of anxiety and stress related disorders including tackling worrying (Hammond, 2010), again, it can increase effectiveness of cognitive-behavioural approaches.

Panic Attacks

Hypnosis has been applied within the therapeutic context to address panic attacks, often as part of treatment tackling areas causing excessive stress or worry, like worrying about exams or about medical treatments. Success has been found applying hypnosis within a process of educating the client about panic attacks and exploring and addressing the reasons for the panic attacks (Reid, 2017).

Pain

One area hypnosis has been used considerably is in pain reduction. There seem to be few high quality and large cohort studies to draw on, but the available literature frequently finds a significant decrease in pain when hypnosis is used and is often found to be more effective at pain management than non-hypnotic interventions (Elkins, Jensen, & Patterson, 2007). Hypnosis has been found to be helpful in the treatment of arthritis, both the pain management and subjective experience of arthritis and the underlying autoimmune functioning behind arthritis and the positive benefits were found to be even more significant in those who regularly used hypnosis on their arthritis (Horton-hausknecht, Mitzdorf, & Melchart, 2000). Hypnosis has also been used on areas like phantom limb pain demonstrating a reduction in pain (Bamford, 2006), but is often likely to also require additional psychological treatment, for example, of related trauma. Remember that pain should always be checked out medically first to ensure that it is safe to remove or reduce the pain. Medical advice should be followed.

Performance Enhancement

Most of the research on the use of hypnosis on performance enhancement has focused on sports performance, like improving basketball skills (Pates, Maynard, & Westbury, An Investigation into the Effects of Hypnosis on Basketball Performance, 2001), golf performance (Pates & Maynard, Effects of Hypnosis on Flow States and Golf Performance, 2000) or cycling performance (Lindsay, Maynard, & Thomas, 2005) and on flow-state during sports performance. Hypnosis seems to have a positive effect on performance enhancement, on accessing the flow-state and improved subjective experience. It is well known that guided imagery can be used to improve performance (Abdin, 2010). This can be enhanced with the additional use of hypnosis (Liggett, 2000).

Relaxation

There is very little specific research on using hypnosis to aid relaxation, but how hypnosis is often induced can lead to relaxation and skills can be taught during hypnosis, mental rehearsal can be carried out and relaxation techniques can be applied. What research there is, is often focused on anxiety reduction, of which there is significant research some of which is mentioned earlier in this book. There are also known relaxation techniques, which are also often used as hypnotic inductions, like the progressive body scan.

Phobias and Post-Traumatic Stress Disorder

The approach I use to treat phobias and post-traumatic stress disorder is the Rewind Technique, I adapt the approach to suit individual clients while using the principles of the technique. It is this technique that the scripts in this book are based on. The Rewind Technique is based on the earlier Neuro-Linguistic

Programming technique, the Fast Phobia Cure or V/K Dissociation Technique.

The Rewind Technique has been found to be an effective way of treating phobias and post-traumatic stress disorder, both Dr David Muss' (Muss, 1991) approach (Adams & Allan, Muss' Rewind treatment for trauma: description and multi-site pilot study, 2018) and the Human Given's variation (Adams & Allan, The effectiveness of Human Givens Rewind treatment for trauma, 2019) have shown promising results.

Obsessive Compulsive Disorder

There is limited research that I have been able to find about the use of hypnosis in the treatment of obsessive-compulsive disorder. There are some individual case examples of the successful use of hypnosis in the treatment of obsessive-compulsive disorder often complimenting cognitive behavioural interventions (Meyerson & Konichezky, 2011).

Sleep Problems

There are limited quality studies on the use of hypnosis in the treatment of sleep problems. In a 2018 review of the available studies which included addressing sleep problems over 58% of the studies reported benefits of using hypnosis, over 12% reported mixed results and 29% reported no benefit (Chamine, Atchley, & Oken, 2018).

Bedwetting

In a study comparing hypnotherapy (using an audiotape for daily use) to alarm therapy for bedwetting in children aged 7-12 years, alarm therapy was significantly more successful with 55% of subjects achieving dryness, compared to 19% of hypnotherapy subjects (Seabrook, Gorodzinsky, & Freedman, 2005). There are limited recent quality studies that I can find around the use of hypnosis to help tackle bedwetting. There are individual case studies and anecdotal evidence, including my first experience with doing therapeutic hypnosis back when I was 13. I had a self-hypnosis book due to my growing interest in hypnosis. I had a younger brother who frequently wet the bed. I read a hypnotic induction script and the stop bedwetting script and then counted him out of hypnosis and he stopped wetting the bed. I had only carried out that one impromptu session, using no skill or 'therapy', just reading scripts from a basic self-hypnosis scripts book. He didn't listen to an audiotape daily, or have multiple session.

Childbirth

There is some evidence that hypnosis can be helpful in reducing labour pain, reducing the need for analgesia (Smith, Collins, Cyna, & Crowther, 2006). In a 2009 randomised controlled trial of HypnoBirthing, it was found to be no more effective than conventional childbirth classes (Fisher, Esplin, Stoddard, & Silver, 2009) and a 2018 study found HypnoBirthing reduced anxiety levels during delivery (Imannura & Susanti, 2018). There are reasons to think hypnosis can aid other interventions, for example, hypnosis can help with pain and anxiety. So, although there are limited quality studies of the use of hypnosis around childbirth, it may well be a helpful adjunct to childbirth therapy.

Fibromyalgia

There are limited quality studies on the use of hypnosis to help with fibromyalgia. Some areas of fibromyalgia, like pain may well be able to be helped and it could be possible to help with any immune-functioning aspects. In a 2013 study, improvements were reported in those who received hypnosis compared to the control group who received no treatment (Picard, et al., 2013), unfortunately there wasn't a comparison with other treatments to identify how this treatment would fair in comparison to other treatments. You would expect, with most treatments, that receiving some treatment will have greater positive benefit than receiving no treatment, even if the benefit was just due to placebo.

Skin Conditions

There are many studies of hypnosis being used with a wide range of skin conditions from acne to eczema and verrucae (Fried & Hussain, 2008). With hypnosis, people can control bodily functions and processes which are usually unconscious like blood flow and increasing the immune response. As well as this, psychological aspects of these problems can be addressed with hypnosis being used as an adjunct to other psychological therapies and relaxation to reduce stress and anxiety and reduce the client's tendency perhaps to scratch or pick at themselves.

Irritable Bowel Syndrome (IBS) and Gastrointestinal Disorders

A review of randomised studies of gut-directed hypnotherapy for irritable bowel syndrome (IBS) found that in most of the studies there was a significant reduction in symptoms and in many of the studies efficacy was maintained long-term, there was also signs of maintained remission of ulcerative colitis (Peters,

Muir, & Gibson, 2015). Hypnosis seems like it can be a helpful adjunct to therapy in adults and children for IBS and gastrointestinal disorders in a review of the evidence hypnosis was found to be highly efficacious for IBS and indications of therapeutic potential for other gastrointestinal disorders (Palsson, 2015).

Boosting the Immune System

Hypnosis and guided imagery (Trakhtenberg, 2008) have often been associated with being able to stimulate bodily processes which are often not controlled consciously. There have been studies which show the positive effects of hypnosis in boosting immune system response and even in boosting specific aspects of the immune response, like specific types of cells. In a study, it was found that only those who were highly hypnotisable (those responding very well to the hypnosis) had a boost in immune response (Ruzyla-Smith, Barabasz, Barabasz, & Warner, 1995). Hypnotic guided imagery was found to help increase natural killer cells and improve psychological wellbeing in patients with prior breast cancer, but found that the effects only lasted while treatment was ongoing. The effects weren't noticed at 3-month follow-up (Bakke, Purtzer, & Newton, 2002).

Therapeutic Scripts, Processes and Techniques

Smoking habit that currently serves a purpose (like for managing stress or boredom)

For some time now smoking has been your therapy...and now the time has come for...your unconscious to make a change...and as you listen to me your unconscious...can discover a new therapy for you...and you know some people smoke to relieve stress before they learn that they can breathe in to the count of 7 and out to the count of 11... and the extended outbreath releases endorphins and dopamine and other feel good chemicals into the body and brain leading to relaxation and a feel good state...and they then...begin to replace the old habit with a new one...breathing in to the count of 7 and out to the count of 11...other people used to smoke because it was their minds way of making them take a break or socialise or whatever the smoking was therapy for...once they realise this they...begin to find new ways...to remember to take a break or socialise or meet the need that the old smoking habit was meeting...and as they put these

new habits into place the old habit disappears...some people even keep the craving just as a signal...almost like an alarm clock reminding them to take a break and they form the habit of getting the craving which goes once they fulfil it with the new habit...some people find they used smoking as a way of breaking the ice or to meet people...almost like a conversation starter...these people find a new conversation starter or ice breaker that they get in the habit of using before fully stopping the old habit...and I wonder what it will be for you...I wonder what your mind will find as a new habit for you...and your unconscious can pick up on ideas and possibilities within what I say and the way I say things in the same way that a sprinkle of rain on a seed bed can grow a marvellous array of flowers...and as...you discover a new personal self-created therapy...you can begin to...ditch the old therapy...and as you listen to this you can...absorb all that is useful and relevant...and a part of you can now drift off into the distant future looking back on this present...and as that part of you looks back it can begin to get a sense of how you developed over that time...how you evolved and created your own therapy...how you formed new habits and grew out of old habits...and...create your own healthy therapy...you know as a child many people suck their thumbs...many people have imaginary friends...or need to wear nappies...yet many people grow out of these old habits without really thinking about how...that happens all by itself...and you can now take some time to begin to create new changes in the mind and body as I quieten into the background for a few minutes to allow that reprocessing and reprogramming to occur on a deep unconscious level...(pause for about 3 minutes)...that's right...really developing in your own unique way...and you know sometimes it's nice to move from a smog filled congested city out into the fresh clean and relaxing air of the country with the open roads and clear views...(pause for about 1 minute)...

Smoking habit that no longer serves a purpose

That's it...now...I'd like you to take a few moments to get a sense of drifting back into the past and discover a part of you that used to carry out that old smoking habit for a purpose...you know many people start smoking and continue to smoke for a reason...over time some reasons just stop existing yet the habit remains...and I would like you to take some time to honestly and genuinely thank that part of you that created the habit...many people find that smoking becomes their therapy...some people continue with the therapy long after the problem has passed...a bit like someone taking pain medication and

getting so in the habit of taking that medication they don't stop even when the pain is gone...and you know you can...stop now...and you can...get in the habit of doing something new...you have a lifetime of experience changing habits without knowing quite how they changed...many children sucked their thumbs yet one day they spent a few hours where they forgot to suck their thumb...and another day they forgot entirely...and over time they forgot more and more until they suddenly look back and realise they hadn't been sucking their thumb for a while and yet they didn't miss it because it happened naturally in its own way and its own time as they no longer needed that old therapy and they grew up... and you know the country with its clean air and open roads can be a wonderful alternative to smoggy congested cities...and I don't know whether you will grow up quickly or take a few weeks to...really settle into the new you...and you can...now take the time...to...really begin to undo all those old habits and develop new healthy habits...and as...you do that...on an unconscious instinctive level...I will quieten down in the background and you can take as long as is necessary while I'm quiet to...make the necessary changes...(pause for about 3 minutes)...

Scrambling

Find out from the client what the stages are of the smoking problem for that specific client. For example:

- 1. Experiencing stress
- 2. Getting a craving
- 3. Thinking 'I need a cigarette'
- 4. Grabbing cigarettes
- 5. Opening the box
- 6. Taking a cigarette
- 7. Putting the box back down
- 8. Lighting the cigarette
- 9. Taking the first drag deeply and really savouring it
 - 10. Smoking the rest of the cigarette
 - 11. Savouring getting the last drag out of the cigarette
 - 12. Putting it out

Then get the stages of what the client would like to instead in the same situations. For example:

- 1. Experiencing stress
- 2. Recognise I need to take time out of the situation
- 3. Think of a way out of the situation
- 4. Go and sit somewhere quiet and do a breathing technique like 7-11 breathing (breathing in to the count of 7 out to the count of 11)
- 5. Repeat the breathing for about 4 or 5 breaths or until I feel relaxed
- 6. Plan or write down what I need to do to overcome the stressful situation
- 7. Put my plan into action

Once you have two lists. One of the problem behaviour and one of the desired behaviour you can begin the scrambling technique. To do the scrambling you want to tell the client that you will guide them through a process based on the lists you both created earlier. You then tell them to imagine 'number 1 of the old smoking habit (and say what number one was – in this case it was 'Experiencing Stress')'. Then to 'nod when they have done this'. Then to 'open their eyes and close their eyes' (as soon as their eyes open tell them to close their eyes) and imagine number 2, then nod the head once they have done this; then open their eyes and close their eyes again. Then number 3...keep repeating this until they have done this for all the stages of the problem. Once they have done that, start scrambling the numbers and do this building up speed and as you do it tell them to do each stage quicker and quicker. For example: 'Now imagine number 4 (give the description for this each number) then nod your head, (once they have nodded) open your eyes and close your eyes; now imagine number 9 (description and head nodding), open your eyes and close your eyes; now imagine number 2 (description and head nodding), open your eyes and close your eyes. Repeat this until you have randomly been through all the stages of the old problem behaviour at least four times or until they seem to really be struggling to get the stages in their mind. Then after the last eye closure suggest 'that's right and now just allow yourself to relax and imagine you are...' then read all the stages of the behaviour they would like instead. Build this up as much as possible by asking 'wondering' questions. 'I wonder what it feels like to be recognising you need to take time out of the situation and whether anyone else is noticing that' 'I wonder what others are noticing is different about you as you respond in this new way'. You don't need to read the numbers out as you read through the preferred

behaviour. You want it to flow so that the 'complete response is the preferred one whereas the incomplete 'scrambled' response is the old problem behaviour. This increases the likelihood of the client latching on to the new response as it is complete and easier to follow than the old response.

So, with the above example you would read:

'That's it...and get a sense of experiencing stress...and recognise that you need to take time out of the situation...and notice how you find a way out of that situation so that you can go and sit somewhere quiet and do 7-11 breathing...and get a sense of going somewhere quiet sitting down and breathing in counting to 7 and out counting to 11 and notice how that relaxes you...and I wonder where in your body that relaxation will begin and how it will spread...and what others could notice about you that lets them notice that you are responding in a new way...and just get a sense of planning how you will overcome that situation and how you will put that plan into action...'

Then once you have done this 'future pace' by posing questions for the client to think about like 'what will be different responding in this new way' 'who else will notice the change in you' 'what will they notice' 'what other changes may occur because you are responding in a new way'.

Then have the client imagine a variety of situations they would have smoked and to see these situations going in a new way and once they are happy with how they see these situations going then reply those situations only this time step into them to experience the situations going a new way. Noticing what they can see, hear and feel.

Stop smoking script for smokers that have struggled to quit before

By remaining in hypnosis and continuing to listen to me you will be agreeing to something. You will be agreeing to follow everything I say...and that includes any suggestions for tasks or for developmental opportunities...and it is very important that you understand that by continuing to listen to me you agree honestly and fully to carry out everything I say...so by continuing to remain in hypnosis you agree to follow my instructions and suggestions and carry out any tasks...and it is no good just thinking that you are okay agreeing with this but not meaning it because if you do that you will be cheating yourself and you

won't get the results that you want...the only way to get the results that you want is to follow exactly what I say...nothing I say will be immoral and everything I say will be for your benefit...but before continuing I need to know you definitely agree 100% to do everything I say...regardless of personal opinions...so you need to be sure in yourself that you agree to that now...and if you do you can keep your eyes closed and continue to drift deeper into hypnosis...you know people often have work colleagues they work with that really annoy them...that really irritate them...they say and do things that really wind them up...and they tolerate them but don't do anything because they think if I say something it might hurt their feelings or they might get angry or it might make it awkward at work...and people have a million and one excuses why they can't say something...and then one day they've been putting up with this for years and years and one day they just suddenly decide to say something...they don't think about how they decided to say something just for some reason or another they had that certain mind-set where the person said something to them and they just turned and responded...and they found it easy and effortless to do that...they didn't think about it...they just found it easy and effortless to...just respond...when the time was right...and they found the result wasn't as bad as they had imagined it would be...and this is a perfectly natural thing...in all human relationships we have situations where people irritate us and we don't say anything because we are polite and kind and eventually we feel we have to say something...and you just say it...and when it reaches that point...almost like the straw that breaks the camel's back...you hold it and hold it and hold it and then it just snaps and you say something and you don't think about the consequences...you just do it...and there was a parent that couldn't get their child out of bed in the morning...then there job was on the line...they were told...if you're not in work you will lose your job...and they had a million and one excuses why they couldn't get their child out of bed in the morning...most of the excuses were blaming the child and making out that they, as a parent were powerless...they would say 'I have said everything there is to say...I have tried everything there is to try...I have done all the parenting techniques in books...I have done all the parenting techniques on programmes...absolutely nothing works...I have tried everything and nothing at all works...my child still just lays in bed...I can't imagine anything ever working'...and the parent would say that over and over again...and now their work is saying 'if you're not in by 9am you lose your job'...this parent went up to their child's bedroom and they told their child they are getting up and getting into school because they are not losing their job just because their child is going to be lazy and not wanting to go into school...and they got their child up easily and effortlessly...they got their child into school easily and effortlessly...and they thought it was a fluke...they didn't realise they did anything different...and the next day the same thing happened...they knew the risk to their job if they didn't get their child into school...and they got their child into school...and the day after that...and the week after that...and the month after that...and it was only at this point that they realised their child had turned their behaviour around...and not only had they been putting the blame on the child for why the child wouldn't get up and go to school but they were also putting the success on the child...saying the child must have just grown up out of the blue...they must have grown up and suddenly decided to behave...yet other people could tell that that wasn't the case...that it was actually because they...suddenly have motivation that meant something to them...and the parent....was now using a different tone of voice...the parent had learnt to be assertive...they had always thought that they were assertive previously...but previously they were going up to their child and saying (without conviction)...'but please get up you need to be going to school'...now they were going up stairs saying (assertively)...'you need to get up, you need to go to school...you've got ten minutes'...and their tone of voice was totally different... and so the child stop that old behaviour...and it was because of what the parent did...and we have all had experiences like that where the motivation reaches a point where...things become effortless and just happen...there was a person that used to smoke...and they said...'I've tried everything, I've tried patches...I've tried gum...I've tried inhalators...I've tried changing cigarette brands before quitting...I've tried smoking more and smoking less to see if that would help'... and they said...'nothing has...stop smoking...yet'...and then they became pregnant and as soon as they realised they were pregnant they never touch another cigarette...they...never touch another cigarette...and that became easy and effortless for them...they didn't think about it at all...they just instantly...become a non-smoker...imagine that...you know what it's like...to be doing a behaviour for years and then...instantly stopping...and not even missing it or realising or paying attention to the fact that...you've changed... because for them when asked...what stopped you...you were more than happy to smoke 20 a day...what stopped you...they said 'what stopped me was...the second I knew I was pregnant I knew I wasn't going to harm my child or put my child at any unnecessary risk...so I...stop smoking instantly...easily and effortlessly...I didn't even have to think about it'...and they never had any therapy or anything...the change came from within them...change just happen...and we've all had experiences like that...where change just happens instantly...and you know the interesting thing about using hypnosis to help people to...stop smoking...is that it uses the imagination...and the imagination

has tremendous power...some people say they can't imagine things visually... yet on an unconscious level that doesn't really matter because you visualise unconsciously even if you don't consciously realise it...and you know if there was a plank of wood on the floor you could walk across it...and you wouldn't need any safety gear or anything you would just comfortably walk across it... and if the same plank of wood was suspended between two hot air balloons 10,000 feet in the air and you were told without any safety gear, to walk between the balloons across the plank you would find it incredibly difficult...and most people would find it impossible...yet you know that you can walk across that plank of wood...because you did it perfectly fine when it was on the ground and it is the same plank of wood...the difference is, your imagination is thinking about how you could fall and die or fall and hurt yourself...it's thinking about all the risks...and research shows that when there is a battle between your imagination and your willpower...your imagination wins...so in that example no matter how much you really want to get across that plank of wood...no matter how much willpower you think you have...you still struggle to get across the plank of wood...in the same way that when you want to stay awake to watch a film late at night...no matter how much willpower you have to desperately try and stay awake you nearly always just fall asleep...and the more willpower you use...the harder you try to stay awake the more tired and sleepy you feel and the faster you just fall asleep...and likewise...when you try desperately hard to fall asleep and you try to put in all of your willpower to force yourself to fall asleep you discover that the harder you try to fall asleep the more awake you stay... many people try and quit things using willpower and wonder why willpower seems often to not work...and then they say they don't have enough willpower and they use that as an excuse...yet many people that want to give up addictions say they just don't have enough willpower and they don't realise that they could have all the willpower in the world...the difficulty is that the more willpower they use the more the opposite is being portrayed from the imagination making them even more compelled to carry out the old behaviours...and what is needed is to...stop smoking using the imagination...not using the willpower...because when...you stop smoking using the imagination...when you quit smoking using your imagination...then your willpower and desire is aligned with your imagination and quitting becomes so much easier...the imagination is helping... you achieve what you want to now achieve...when someone lives in a built up area with all the streets full of congestion...and because of all of the congestion there is often lots of smog around and noisy disgusting car engines revving up pumping out all the fumes...you would spend half your time coughing and spluttering and feeling really irritated and wanting to get away from it all...and

then moving out to the country means all of a sudden the roads are open and clear the air is fresh...you can admire the blue sky...at night you can actually see all the stars and it is as if someone has opened up a whole new world of wonder and discovery and you can see things you never used to be able to see and breathe in deep fresh air...and just enjoy life...and walk far more often...and savour each and every moment...someone went travelling once and said they met a tribe in the Amazon rainforest and this tribe told them a story about how there used to be a path they used to all follow...almost religiously they would follow this path...and the path was the quickest route, but full of danger...and not everyone following this old path would make it...many people would die trying to make this journey or get severely injured on the trip...and then one day someone came to the tribe and said why don't you just find a new path...a safe path...and they said that they had used the old direct path for generations...and this person encouraged them to find a safe way through and the more they hacked through this new path, the more established it became and they eventually had a much easier and safer path to follow...and so they all just follow this new path...and they continued to hack away at this new path over and over again making it easier to follow each time they travelled on it...and being in a jungle it didn't take long before the old path had filled itself in and vanished and they couldn't even remember exactly where it was...and now they just had this new path which led to what they thought of as the gift of life...it was a fresh water spring...so they had fresh clean water...but they had got so in the habit before they had this new path, of following that old path that it had become tradition to just follow the old path without ever once thinking that it was even a possibility to create a new path...yet once they realised that you can have a new path...they just follow the new path...and as you listen to me and respond to everything I say on an unconscious level and respond fully and honestly I'm sure a part of you will be curious to know what I was talking about earlier about setting you a task...and at the end I will let you know...and I know that right now you are hypnotised...and I know that you are learning....on an unconscious level...how to create new change...you know as a child you learnt to count you learnt how to write you learnt how to read and all of these tasks you found terribly difficult to start with...and you really struggled with them...you struggled to notice the difference between a 3 and an m...between a d and a b... between a 2 and a z...there was so much confusion and it was so difficult...yet you mastered this and stopped having to give it any thought in the same way that many, many years ago you learnt how to stand up and walk and it was so difficult to start with...you would stand up...balancing your weight onto one knee and then the other knee and a hand...perhaps holding onto something and

pulling yourself up a bit and as you got yourself up you would swap a knee for a foot and as you put weight on that foot you would fall over...and you would keep trying and trying until eventually you manage to get the second foot up and then you would lift a foot off the ground and you would fall over again...and you would try and try again until you got into that position again and this time as you take a step you would move your body weight and discover you can take a step but then when you try to take the second step you discover that if you try to move the same foot again you fall over again...then you keep trying until you figure out you need to move the other foot to take a step and have to shift your body weight to take a step...and it can take many months to master just taking a few simple steps yet once you have mastered it you are growing all the time so you have to keep adapting and changing because your feet are suddenly slightly larger...your legs are suddenly slightly longer...your arms are suddenly slightly longer so your centre of gravity totally shifts so you constantly have to relearn how to walk repeatedly over and over again...but within a couple of years you have mastered this and although you continue to grow and continue to change shape...continue to change size...you continue to adapt easily and effortlessly to all the changes that go on around you...finding it easy and effortless to adapt to change...now I know that you are listening to me...I know that you want to stop that old behaviour...and I know that you are responding fully to everything I say...and I know that at times you won't even realise that you are doing that...and with your eyes shut and your body just as it is...I'd like you to begin to use your imagination...and just imagine...that you go to bed one night...and imagine that you wake up in the morning...and you have amnesia for that old behaviour...you have amnesia for ever having had that old behaviour... so just imagine...how your day will go...what will you be doing as you get out of bed...what will the first thing be that you do...and just imagine that...and just imagine running through your day...what will be the second thing you do...how will your whole morning go...and remember as you imagine this...that you have total 100% amnesia for ever having had that old behaviour...so it's not a case of saying I wouldn't be doing this or I wouldn't be doing that...the question is...what are you doing...so what are you doing in the morning...how are you enjoying your mornings...what things are you doing...what are you having to get done...what are other people saying to you and doing around you...and then as the day progresses what are you doing throughout the day...really take time to get absorbed deeply...and living a day in your life...the first future day of many...look at things like...when stress occurs in your life...what do you choose to do...how do you...deal with different stress in your life...is it that you...take yourself out of situations...is it that you...close your eyes and drift

into hypnosis briefly...is it that you breathe in a certain way to relax yourself... is it that you hear my voice in your mind...or do you do something totally different or a mixture of these depending on the type of situations...do you keep lists to help time management...are you assertive to make sure you are not overworked...what is it you do...throughout the day...especially at those times where there are extreme amounts of stress that are unavoidable and unexpected...what is it you do so well...really explore that...and take time to explore that...how the way you handle it makes you feel so good...make you feel a sense of pleasure, a sense of pride, a sense of achievement...and really explore that...(pause for about 30 seconds)...that's it...and as you explore your way through this day...just explore your way through many other days as well...and even through many different situations and the situations could just come to mind...or they could be contained within future days...in a clear structure...and just allow yourself to explore...what it is like to be in future situations...where perhaps in the past you might have thought...I'm bored...what is it you do instead of being bored...what is it you choose to do...you know the wonderful thing about boredom is it means you've got some free time...and the wonderful thing about free time is that you can do whatever you want for that period of time...because you've got nothing else more important to get on with and if you have then you should be getting on with it...and you know it is easy to become compelled to finish things once they are started...and it is easy to become compelled to start things without any commitment to necessarily finish them as long as it is all positive for your health and wellbeing...so I want you to take plenty of time now to explore many future situations...situations where... perhaps you would have struggled to manage in the past...situations where as you manage them now...your brain releases feel good chemicals...like endorphins and dopamine...to make you feel good for making the right decisions and the more positive decisions you make the more you feel good and the more feel good chemicals get released into your brain...and the more you then enjoy making positive decisions...and you can take as long as you like to imagine day after day cycling round waking up going through a day... all the way through to when you go to bed and fall asleep at night...and then waking up and going through a day all the way through to falling asleep at night...and you can imagine going day after day month after month year after year...some days can just seem to blend into others...being quite mundane with not a lot happening...other days can be full of incredibly challenging difficult events and incidents...that you can enjoy experiencing how you can overcome those...in a new way...and just experience year after year after year of what it is like...to live a life entirely without that old habit...because of *having amnesia of*

it when you wake up...and because you have amnesia of it when you wake up... you can experience what this life is like...and remember...imagination always out does willpower...(pause for about 1 minute)...and as you continue to...go through all those different situations in your mind...I'm going to carry on talking to you in the background...and you don't have to pay any attention to me just pay attention to imagining more and more situations that could arise and how they can go...there was a person that used to get bullied...and they would get bullied pushed around, beaten up, be called names...they would walk around head hung low...always embarrassed, always feeling worthless...and then one day they just thought I've had enough of this I'm quitting...I'm not putting up with this anymore...and the bullies knocked this person to the ground...and they just stood up and the bullies knocked them to the ground again and they just stood up again...previously they used to react...previously they used to either get angry or get scared...either response fed the bully...either response meant the bully could feed off of that response and get more powerful...yet now...the bully would show their face...they would try to get a reaction out of the person...and all the person would do is stand up again...and then stand up again...they didn't show fear...they didn't show anger they showed absolutely no emotion at all...and within the space of a day the bully got so bored that they left them alone because suddenly they realised that it didn't matter what they did, it didn't work...and the thing about bullies is they often give up...if they can't manage to get a reaction whether it's an anger reaction or a fear reaction... they would *just quit...* and they would *stop...* and you know memories can seem like videos...when you play them back in your mind...they give you certain feelings...but if they are played in fast forward or rewind or with no sound or with the sound sounding like Mickey Mouse because they are fast forwarding or rewinding they don't give you those feelings or it could be the picture is too bright or too dark so you can't see what is on the video...in fact you can watch some pretty traumatic stuff on a video and not pick up on what feelings are contained within that video because of the fact that it doesn't look or sound right to give you that type of feeling and your unconscious can understand that on a deep level and apply it where necessary...now I mentioned that there was a task...and the task is this...that if you ever happen to get an old craving...you have a choice...you can either choose to ignore it...in any way that seems fit for you...you can tell yourself now 'if I get a craving, then I will ignore it' (give a few moments for the client to say this to themselves)...it could be distracting yourself it could be doing something else...it could be accepting that maybe you have been working for too long a period and the craving isn't actually a craving it is a signal telling you to take a break so you take a break as the action for the

craving...or you can carry out the task...and the task is that if you get a craving and you decide that you want to act on it...you are to go outside...and run as fast as you can for five minutes...and time that five minutes exactly so that you run for exactly five minutes no longer and no shorter...but exactly five minutes...as fast as you can...and then as soon as five minutes is up, you decide whether you want a cigarette or not...and if you want one feel free to have one...and if you don't want one feel free not to...so everything is about choice...nothing is taken away from you...everything is about choice and freedom...so if on the off chance you do get any of the old cravings...you can either choose to ignore it in any way you see fit...or choose to accept that it is a signal to tell you that actually you need to take a break because you have been really busy in which case you take a break...but if on the off chance you decide you want to have a cigarette then you can feel a compulsion...you will run...for exactly five minutes as fast as you can...before then deciding whether to have that cigarette or not...and at that point you can choose not to or you can choose to have it... and you can always keep in mind...any time that you have made the decision that you are going to have a cigarette or that you are going to want one...you will run for exactly five minutes and at the end of exactly five minutes you will then decide whether you will have that cigarette or not have that cigarette and that decision will be made at the end of you running five minutes...(pause for a minute)...

Once the client has exited hypnosis and before they leave the session set this same task (as mentioned in the script) so that they consciously get told and have a chance to consciously agree to do the task. Tell them you look forward to hearing how they get on next session (if you aren't planning on having another session find a time where you will be calling or catching up to find out how they are getting on). It is helpful to also explain 'consciously' that they can ignore any cravings in any healthy way they like, and that they can frequently tell themselves 'if I get a craving, then I will ignore it', but if they decide that they want a cigarette then they can run for five minutes before making the final decision on whether to have the cigarette or not.

Quit Smoking Reprogramming Technique

And as you listen to me I know you want to *quit smoking now*...this process will require your full attention and conscious involvement...what I would like to have you do now is to get a sense of that craving you have had in the past that

had led to you smoking...once you have a sense of that craving and can really begin to feel it just let your head nod (wait for the head nod)...that's it...and now get a sense of where in your body that feeling is...as if it is a physical entity somewhere inside your body...get a sense of where it is inside your body...and now whilst you have got that craving there don't let it go just keep it there...and as you do, just think of the worst negative effect of giving in to that craving that could happen...so it could be something like dying because of ill health like getting lung cancer...or making a child ill because of your smoking...or it could be that you have no money because you are spending it all on smoking... whatever it is for you that you can think of...it doesn't matter if that outcome has never convinced you previously to...stop...because many smokers already know all of these outcomes...packets of cigarettes nowadays normally have disgusting pictures on them with the effects of smoking but it hadn't put smokers off but it is only a small part of this process...now...very assertively...say in your mind...NO...very assertively say in your mind...NO...you don't want that...and then when you say that see an image in your mind...almost like a movie in your mind seeing through your eyes hearing through your ears of everything playing out perfectly of having a future with the ideal outcome of saying NO...what are the benefits of saying no to the old smoking habit (say with curiosity)...really think about what those benefits are...because anyone that wants to...quit smoking...has to have an excellent reason for wanting to...quit... it's no good quitting for somebody else nobody quits unless they've got a good reason...so it could be for your health...it could be financial...it could be that you find it very tedious and you wish you weren't addicted...whatever it happens to be, just imagine what you will see and hear and feel having said NO and feel incredible pleasure with yourself for saying NO...now open your eyes and then close your eyes again and get that craving back again...try and make that craving as strong as you can...try and increase that feeling as strong as you can...and as you increase that feeling...increase the sensations of the negative side effects of giving in to that feeling...and then assertively say NO...and then see all the positive effects and feel incredible pleasure with yourself for winning for saying NO for being a success...for achieving things...and then open your eyes and then close your eyes again and try really hard to build that craving up again really try and build that craving up again and as that craving builds up really build up all those images all those negative images associated with what the outcome is if you had given in to that craving and then assertively say NO... and then see all the pleasure and experience all the pleasure of overcoming all that...experience the pleasure of success...really be aware of all the positive outcomes in the future because of having said NO...and then open your eyes and

then close your eyes again...it will be harder each time...but really try hard to get that craving really try to increase that craving...really try to increase it...just get all those images again all the negative effects of if you had given in to that old craving...and then assertively say NO...and then get that feeling of pleasure and the positive images in your mind...images of success...images of what life is like...being fitter and healthier...more full of energy...keeping those around you fitter and healthier...what others will notice...what friends will notice... what family will notice...how it will make the home perhaps smell different... how it will make you smell different...whatever it is for you that comes to mind...then open your eyes and close your eyes and try and build that craving up whilst building up those negative images...and whilst you build up those negative images then say NO...then get all that positive feelings and positive images...then open your eyes then close your eyes...try and build up that craving again associated with those images then say NO then go to all the positive feelings again and the positive images...then open your eyes and close your eyes...and try and build up that craving again...really try hard to build up that craving again...with all those negative images and then say NO and then see all the positive feelings and positive images and experience all that positivity of having said NO...and then open your eyes and close your eyes...really try hard again to build up that old craving really try hard to build up that old craving with those images and then say NO and then see all the positive images and positive feelings and enjoy that for a moment and then open your eyes and close your eyes...try and get that craving back again...try really hard to get that craving back...with those negative feeling and negative images and then say NO...and then see the positive feelings and positive images and build all that up and let it increase and double that and double it and double it some more...really cranking the positivity up...and then allow yourself to enjoy drifting into the future to what the future holds leaving here a *new you*...explore what the future hold over the next year and in years to come...what changes will you be around to see and enjoy...what will others notice about this new you...how will you be able to enrich the lives of others because of changes you make here today...just take as long as you need to *explore that now...*(pause for about three minutes)...

Dissociation and reintegration quit smoking process

Just imagine a TV in front of you...it can be a big giant TV screen so that you can see everything clearly with surround sound and you've got the remote control so you are completely in control of what is going on...and just get a

sense of seeing yourself on that screen...seeing yourself sitting where you are now and I don't know whether the camera angle is from behind you or from where I'm sitting or from in front of you but just see yourself on that screen sitting there...and then just watch as that you stands up leaving something behind...stand up as a non-smoker...now you don't know yet how that you become a non-smoker that isn't important, just watch as they stand up and they leave here as a non-smoker...they walk through the door and just have that camera follow them as they leave...and that you goes and carries on doing what you are going to do after this and you go on into the future seeing that you doing what you will be doing later on...and maybe it is at a time you see them looking in a mirror or maybe it is whilst they are having a drink or some other situation you suddenly see a little smile come across their face and you know that although you didn't hear it you know that what just ran through their mind was that they still hadn't had a cigarette and they hadn't even thought about it...and even in situations where they would have done they still haven't thought about having one...that's it...and just imagine watching that you enjoying the rest of the day and evening and then watch that you mixing with other people...smokers and non-smokers...and see that you on that screen really be challenged... perhaps someone is constantly pestering you to have a cigarette...and see your assertive response to them...see that new response...and then watch as that you is just mixing with smokers in a new way...and watch as that you gets into a situation where they feel a little bit nervous or stressed...and see how they handle that situation differently...notice how that you can become absorbed in small things when it is the right time to do so...like being absorbed in a certain feeling or sensation or something you can see or hear...and then just move forward slightly further into the future...and watch yourself talking to someone about how pleased you are with your progress...and notice how that you quickly gets distracted to talking about other mundane things forgetting about what you were talking about...and watch that you falling asleep and then waking up the next day and going through a new day in a new way...experiencing various events and situations...watch as that you goes through a variety of different days...watching how that you takes breaks when they are needed, appropriately and in a healthy manner...enjoying socialising...eating meals...chatting with people and communicating in a variety of ways...all in a new way...and after a few months, see that you talking with someone about how they still haven't had any cigarettes since that day they were hypnotised...and you know there is a voice that you listen to on one of your shoulders that tells you all those things that are good and that are positive and I wonder which shoulder it is on...and that voice has the power to give you pleasurable experiences to remind you why

you should listen to it...and you have control of that pleasurable voice and the voice on the other side...and you can turn down the volume of the voice on the other side and you can change the voice speed so that if it tries to tell you to have a cigarette it just sounds like Mickey Mouse and you just can't take that voice seriously...and the more that voice talks the quieter it gets...and the quieter it gets the stronger the other voice becomes...and just get a sense of restarting that video again on that screen in front of you and this time step inside that video into that you on the screen so that it is all in 3D so that you can see what you will see...hear what you will hear and feel what you will feel...get a sense of sitting there and getting up and leaving something behind...and then run through this experience...what you will be doing later...having that small smile as you realise you still haven't had a cigarette...and falling asleep...and waking up in a new day and enjoying it in a new way...and taking breaks...socialising... communicating with others...all in a new way...and notice that at times when you need to relax your breathing changes and relaxes and gets deeper and each outbreath gets slightly longer than each in-breath...that's it...and then just notice yourself in the future...a long way into the future looking back and talking to a young child and the child looks familiar but you don't know why yet...and the young child is asking about that thing that people used to do in the olden days... and that child asks did you ever used to do that smoking thing...and you explain that you did it for a while and that it was a horrible habit and you stopped...and like all children they can't stop asking questions and they ask why...and you explain to them why...and they ask other questions...and you tell them about the day you stopped...and you tell them that occasionally there were times where you would find situations difficult so you would go and take time out to relax... and as you talk to this young child you feel a sense of pride of what you have achieved as you look into this familiar child's eyes...and by stopping smoking you have had a lifetime to share so much love...and from that one event where you stopped smoking there have been many knock on events with positive changes and positive effects on the lives of others and even on the lives of people you don't yet know...and the child asks you what would life be like had you not stopped smoking...and as you think about this, tears come to your eyes...as you realise that the child may not be there if you hadn't stopped and that you may not have been there...and as you think about what might have been had you made a different decision...you get a thought of lying in a hospital bed with your loved ones around you seeing you lying there with the sounds of the hospital equipment and a child crying by the bed wondering what is happening to you and whether you will be coming home...and notice how that thought is the straw that breaks the camel's back...it is the thought that makes you

think...never again...and I don't know whether this is the thought that comes to mind whenever you are offered a cigarette or think about having a cigarette... and the thought that reminds you why you are staying stopped...and that positive voice helps you and encourages you...and just take a moment to see a whole chain of events all happening almost like they are on individual slides with each one different smoking experiences from the past...just watch them all running backwards almost like they are all videos rewinding so that each and every one of those past events of smoking all at the same time running in reverse so they all start at the end and run all the way back to the beginning...each and every event all the way back to that first ever cigarette you had all run in reverse...with the images happening in reverse...the audio in reverse and the feelings happening in a new direction...and when you sleep tonight you can carry on this reprogramming...and all those videos can wear themselves out running in reverse then restarting at the end and running in reverse again...then restarting at the end again and continuing this until it just becomes too much effort...and when you exit hypnosis you can bring back a strong sense of never again and drift back to the you sat here with me now reintegrating fully and completely into the here and now...(pause for about one minute)...

Weight loss – trance-like eating, can't stop eating

That's right...and you know there are times when you appear to be in your own world while you eat...and you can discover when to apply the brakes...and as you listen to me a part of you can begin to explore possibilities and past learning's and even one off events where you instinctively applied the brakes at the correct time without even realising you did it on a conscious level...and you know there have been times when you have eaten a healthy amount and felt full and times when you have pushed just past that healthy amount and felt bloated... and at these times you have a habit of stopping without even thinking about it... and you can learn now on an unconscious level how to apply this to all of your future eating situations...and I wonder when you are in the future looking back what the main thing was that changed an old eating habit...and at what point you noticed eating had become a conscious act and after about 5 minutes of eating it starts to become a chore...you know sometimes the things we love most when done too much become tedious...and you can take some time now to really fully and honestly integrate all that is relevant to making the necessary changes... (pause for about 1 minutes)...

Weight loss – metaphors for putting in hard work, getting a reward, finding the inner beauty, achieving your preferred physical image

And many years ago people used to travel hundreds of miles to scoop stones out of streams...and they would work hard to remove as many of those nuggets of Gold as they could...and they knew that all they had to do was work hard... remove the stones and they would be rewarded handsomely...and the job was hard work but they kept the goal in sight...they knew that hard work was for their future...and you know a sculptor can take a piece of rock and they will look at that rock and see the inner beauty...and while they hold that inner beauty in mind they will begin chipping away...removing all the unwanted stones...and as *stones fall off...*the sculpture begins to take shape until after lots of hard work and sweat a beautiful work of art is created...and you can take some time now to really fully and honestly integrate all that is relevant to making the necessary changes...(pause for about 3 minutes)...

Weight loss – comfort eating or emotional eating

That's it...and you can imagine a TV in your mind and on that TV you can see a version of yourself drifting back to a time before any of the emotional or comfort eating began...and you may not even consciously realise when this was...and a part of you can go through all the relevant memories from that point forward that led to that old emotional eating habit forming and as that part of you works through those old memories it can look for any hidden emotion...you know many people with emotional eating problems discover that when they think back to the events that caused the emotional eating they remember emotions like guilt or shame or sadness...and when they focus on those memories a little longer they realise that they also had a feeling of pleasure or control or anger...and your unconscious can become aware of any hidden emotions in the old memories and begin to learn to leave the past in the past whilst learning what is important for you health and wellbeing in the present and future as you form new and exciting habits...and while the unconscious is forming these new habits your conscious can be curious what changes it will notice first...and consciously you can get a sense of different past situations that stand out and imagine them running backwards and forwards rapidly in your mind with all the action happening rapidly...with the speech sounding all sped up and squeaky and playing backwards and forwards and just notice how the emotion can begin to drain

away the faster and faster those old memories flash backwards and forwards to the point where they are just a blur or a flash of light...and after a few moments they can begin to settle back down looking similar but seeming so different... and in a moment I will quieten down in the background while your unconscious makes all the necessary changes to *create new coping strategies and opportunities for achievement...*(pause for about 1 minutes)...

Weight loss – limited tastes; eating too much 'junk food'

That's it...and you know when a child is born they don't know what foods they will like or dislike...and over time they get made to try one thing...then another...and another...some they like some they hate but they try them all anyway...and as they grow up some children get used to eating certain foods and it's as if they get stuck in a rut...and as time goes on they forget about other foods they used to like and other foods they do like and forget to keep trying new foods and stick to what is familiar...and some foods they really didn't like but when they grew up and tried them they found their tastes had changed...and your tastes change automatically...and you know, I remember this man that used to eat the same meal whenever he went out...it didn't matter what was on the menu he always ate what was familiar to him...then one day he was in an unfamiliar situation out to dinner and the meal he normally picked wasn't on the menu...he didn't want to lose face in front of the couple that had invited him out so he decided to *just pick something different and eat it anyway...*he ate the meal and was surprised to find he actually liked it...following that experience he began to sample other foods on different menus...he discovered he liked more than he realised...some foods he liked a lot...other foods he didn't mind but wouldn't buy them himself if he had any other option and some foods he really didn't like the taste of...and you know the beauty of a rainbow is only possible because it is made up of a full range of colours...and you can explore new options...and you know in a mirror everything is reversed and you can see yourself in a mirror and as you step into the mirror and look back you can notice how you appear to be changing for the better over time into the you, you are becoming...and you can take some time now to really begin to...make all these changes...as you drift deeper and deeper...and you know if you wear glasses, at first you notice them, but over time you stop feeling them on your face...in the same way that you can walk into a room and notice a smell but after a few minutes you stop being aware of it...it's as if the smell is gone...(pause for about

Weight loss – wanting to exercise more

That's it...and you know people are often surprised about how much exercise they actually get in an average day...and how much exercise you can get just from walking a little faster...taking a few more steps...having a leg instinctively fidget under a table during meals...when alone...or just when it is appropriate to do so...and it is often surprising to discover just how easy it is to exercise without even trying...and I wonder whether you will find yourself exercising more throughout the whole day or just during specific times of the day...and you can be curious to discover how easy it is to form a new and healthy habit...and I don't know whether that habit will develop into making time specifically to exercise or whether you will just find yourself being more active throughout each day...(pause for a minute) (Recommended that you also use the weight loss metaphors)

Depression caused by issues in the past

That's it and there are unresolved issues in the past...and you can drift back to a time before any of those events occurred and as you then drift forward, you can get a sense of all of those issues forming slides in your mind almost like slides of movie film...and in a moment you can begin to watch yourself watching those slides like one long continuous movie...and as you watch yourself watching that movie you can notice how it all seems to be in black and white and grainy...and you can watch yourself watching that old movie as it fast forwards and rewinds so fast it looks like a blur...and it can continue to fast forward and rewind so fast any negative emotion just seems to drain freely out of all those old memories... and as it continues to fast forward and rewind certain memories can have bits added...you know we all wish certain events went differently or that we were able to say or do things we never did...and outside of conscious awareness these things can be done or said in a way that resolves those memories putting them firmly in the past...and you can take as long as you need over the next 2 minutes to work through all of those memories as you watch that you watching that old movie...now...(pause for 2 minutes)...that's right...as you now allow the past to be left right back in the past while focusing on what you have to look forward to in the future...and you don't even have to know consciously what you have to look forward to you can just allow your unconscious to guide you towards

pleasure and happiness while you focus on making sure each foot is pointing in the right direction as you take each step and make sure that you only step with one foot at a time...(pause for 2 minutes)...

Depression caused by issues in the present

That's it...and you know juggling in the dark is difficult...you need someone to help by turning a light on...and as you think now about all that is going on in your life you can begin to slow things down a little and take a step back in your mind...and you can step back in your mind and see things from a new perspective...and from this new perspective you can begin to look at what you need to get done and how...you can do it...and you can find that place in your mind where...you can remain calm...work through all those issues that in your normal waking life were consuming your mind...and you can consume a new way of dealing with things...and you know it is interesting that whatever one person finds a challenge or a problem someone else in the world will find...it won't faze you...and you know everyone responds to things differently...almost everyone knows someone either personally or has read about someone or seen them on TV that is in a similar situation yet seems to be *coping fine with it...* and finding solutions and you can be curious about how this is possible and what is different about how they respond...and what you can learn unconsciously from this...and how this knowledge can empower and enhance your future...and you can take time now to really begin to integrate all the necessary changes...(pause for about 2 minutes)...

Depression caused by worrying about the future

That's it...now...some people find that they spend their time focusing on what might happen rather than on what does happen or on 'what if's'...and the interesting thing about the future is that it hasn't happened yet...so unlike the past or the present the future can become whatever you make it...and sometimes this can seem unlikely until...you begin to focus on what you want in the future...and...begin to focus on how you will achieve that...and...focus on what you need to do to overcome future difficulties...and...over time things improve...and you know at the top of any hill can be a wonderful view followed by a way down the other side...and it's interesting to think that any problem any one person finds difficult to handle there will be someone else that handles that fine...and if you were going to focus on what you want in the future I wonder

what it will be...many people think about a question like that and initially respond by thinking about what they hope it won't be...they think...'I wouldn't have money difficulties'...or...'I won't keep getting upset about things'...and this thinking helps to maintain problems...as they...learn this...they begin to think about what they actually want and what life will be like as if they were following themselves around with a video camera...they...start saying things to yourself like 'I have stepped back and sorted out my finances...I have arranged payment plans...I have sorted out my spending and now spend only what I can afford each month...I have got help that I need...I have looked at what used to upset me and worked out how to handle it...I am planning more...when I notice something that used to make me worry I am looking at what I need to do and planning how I will handle those situations...If I can't change something or have no control over something I work out what I can do so that I can handle it, remaining calm...if something difficult happens it doesn't help to also be worrying about it...I now make sure I have a clear head instead...I smile more... I move around more and feel more full of energy...my sleep has improved... people around me seem happier...I feel more relaxed...'...and I wonder what changes will be for you and how quickly...you will begin to notice the changes occurring...and as a part of...you give some therapeutic thought to what I have said...another part of you can begin to...learn to relax...and it can take all the life experience you have of relaxing from falling asleep at night to being absorbed in a good book or film or conversation...and can apply this natural learning to the future...there are always things we can't control or change and unexpected things, and it is how you respond to these that defines the experience and its impact on you and whether that impact will be positive and empowering or not and as you apply this learning I will quieten down in the background... (pause for about 2 minutes)...

Depression where the client can't work out why they feel depressed

That's it...and some people find they can feel depressed without even knowing why...and there may be no medical physiological reason why they should be depressed...and many of these people are often surprised to discover how much emotional thinking they do...and surprised to discover that even excessive positive emotional thinking that is unresolved like really wanting to achieve something and thinking about that thing many hours a day yet never quite managing to achieve it or find resolutions to all they are thinking about...can

lead to the brain feeling overloaded with constantly firing off new patterns like constantly opening new documents on a computer...and eventually it starts to run slower and slower until it begins to crash...and all that is needed is to close many of those documents and the computer works fine again...and your unconscious...can understand and know what it needs to do...and while it does that...a part of you can begin to notice a large painting in front of you...and you can begin to get your hands in the paint and move all the colours around... mixing colours...blending...and feeling compelled to continue to move those hands around moving that paint around until it feels like the picture is done... and the picture can end up looking like something or nothing...it can be abstract or realistic...you can have a sense of its meaning or have no conscious sense of the meaning of the painting...and as you move that paint around...your unconscious...can begin to reorganise connections and pathways in the brain... you know learning and change can happen quickly...everybody has had experiences where they have learnt a lesson from a single event and kept that new way of responding for the rest of their life...that's it...as you now take time to continue moving that paint around until that painting is complete I will quieten down in the background for a couple of minutes and you can take as long as you need over that time to make all the necessary changes and to complete that painting...and you can wonder how life will be different and what changes you will notice in the future and who else will notice a difference and how they will react and what they will say...(pause for about 2 minutes)...

Worrying about events

That's it...and you know certain thoughts about certain situations can give us feelings of anxiety nervousness or panic...and other thoughts of situations can help us to *relax* and...*feel calm*...and anxiety is a natural survival response...and in the right place at the right time it can be a useful response...and as *you continue to relax* a part of you can begin to unpick what situations anxiety is useful for and what situations should *you respond differently*...and you can...*respond differently now*...in various situations...and many people wonder how...*you stop panic attacks or anxiety*...and to...*stop them before they occur*... you can...*learn to stop worrying*...and instead...*start problem solving*...and the more you problem solve what you used to worry about the more...*anxiety stops*...and you can preoccupy your mind and become absorbed in healthy activities and relationships and conversations...and as you do...*changes will occur in your life*...and people often wonder how...*you remain calm*...and it is

useful to remember that a flood of emotion only lasts a few minutes and has to keep being topped up if it is going to stay...and you can rate this emotion in your mind from 1-10 and notice how it changes over time and how quickly it subsides...and notice that any response to that emotion also passes...and during negative emotions you can...step outside yourself...and...become an observer... while that you calms down...and I don't know how...you will integrate this learning...and how...you will learn more for yourself...and I will quieten down in the background while...you take this time to learn and update the mind and body on an unconscious level...and you know if a car alarm is set too sensitively it keeps going off and annoying people and irritating the owner...if the alarm isn't set sensitive enough someone may steal the car...and just like Goldilocks discovered it has to be just right...and you can say to yourself 'if I worry then I will look at whether I can do anything about it, if I can then I will, if I can't then I will ignore the worry' and you can say that to yourself and give yourself that message, before you take this time to make the necessary changes on an unconscious level (pause for about 2 minutes)...

Certain situations trigger panic

That's it...and you can now just begin to get a sense of a TV set in your mind... and on that TV set can be images of situations that in the past caused you to panic when you were in them...and as you look at those still images they can begin to change...and the changes can begin to drain all the emotion from them...then as you continue to watch those images you can be curious to discover what will change as all the images appear on screen like a grid of images...all very small...like thumbnail pictures...and they all begin to rapidly fast-forward and rewind to the point where each picture just looks like a blur... and you don't have to consciously know what each image is of...you can just watch that therapy being done over there on that screen with those images...and as the therapy completes itself the images can one at a time slow back down again and come to rest...and when they do you can notice how comfortable you can feel as you look at those images and...feel comfortable with those situations...and a deep and instinctive part of you can learn from this experience in a way that is healthy and beneficial to you...as I quieten down in the background while...that work gets completed...(pause for about 3 minutes)...

Managing pain of an injury that still needs looking

after

That's it...and while you remain totally stationary I'd like to have you get a sense of a healing light surrounding your body...and that light can begin to enter the body with each breath that you take and as it enters your body it can begin to work through the body to that discomfort...and as it reaches that discomfort it can begin to cushion it and wrap around it...and it can cushion and wrap around more and more with each breath that you take...and that healing light can begin to take hold of that old discomfort shrinking it down smaller and smaller...and each photon of healing light is full of energy and the more you keep breathing the more healing light wraps tighter and tighter around that discomfort...and while the unconscious mind continues to wrap that up into an ever decreasing size you can listen to me...and you know you have a lifetime of experiences of treating discomfort...and it is interesting how 70% of discomfort is comfort... and you have experienced playing or having fun or being absorbed in an activity to the point where you don't notice aches and pains or cuts and bruises...and you have a lifetime of experience being so deeply asleep you lose the feeling in your body...and a lifetime of experiences being distracted by something more important...and I wonder what would happen to an experience of discomfort if a hungry Lion started chasing you...and you know people...forget about discomfort...and people...step outside yourself...and people...imagine the sensation is different...and people habituate to constant feelings so they...stop noticing it...and that healing light really can now wrap into a smaller and smaller ball until it is so small it can fit on a pin head...and as a ball small enough to fit on a pin head just glistening with that healing light it can begin to be moved around a little before you prepare to move it outside of yourself so that you can see it in front of you...and when you see that ball of light in front of you, you can be prepared to...let it qo...and...let it fall to the floor and roll away...and I wonder whether you will...feel different...in a minute or when that ball rolls away...or a few moments after the ball has rolled away...or just before you open your eyes...or just before you prepare to come back out of hypnosis or just after those eyes open or before you leave here today...and you can wonder when that will happen...and now over the next 2 minutes you can take as long as is necessary to achieve the comfort you desire...(pause for about 2 minutes)...

Managing chronic pain – like arthritis

That's it...and as you listen to the sound of my voice you can begin to learn how

you can remove discomfort in the future...and you know you are sitting there... and you have discomfort there...and you know that discomfort isn't over here... and it isn't in my chair...and it isn't in the space between this chair and that chair and it isn't on a table or at a table...or in any of the vehicles outside...and it isn't in someone else's house...and it isn't in your bed at home or any other bed...and you know all that discomfort is only there in that chair where you currently sit...now...the other day I was getting ready to go out when someone started talking to me...I put my keys down a moment on the chair while I was listening and getting my shoes on...when I left I discovered I had forgotten my keys...and you know we all have experiences like this...and these experiences seem to just happen...we don't need to try to make them happen...it just happens all by itself...and when I was younger I used to wonder why adults didn't take their hair home from the hairdressers...they would go into the hairdressers and look in a mirror and know what they want removed and the hairdresser would be friendly and talkative and would cut off all the hair the customer doesn't want and then the customer would look in the mirror and be pleased and would then pay the hairdresser and would then leave...leaving an old part of themselves at the hairdressers...and I used to wonder why if it was a part of them, they didn't want to keep it...one day I asked an adult this question and they told me that... once the hairdresser has removed what you don't want...you are pleased with the results...and...you don't want to take what has been removed away with you... you want to leave it behind...and so that's what you do...you have no need for it anymore...so why would you want to keep it...I understood this and knew it was a bit like how an artist may make a sculpture out of wood or stone and they would carve or chip away all that they don't want...and this can never be reattached...and they take the finished item from the work area to put on display...and the old wood or stone that has been removed can never be put back together with the finished sculpture...and you know that discomfort only exists where you sit...it doesn't exist anywhere else...if someone searched anywhere outside of where you are sitting they wouldn't find that discomfort...and you know you can learn on an unconscious instinctive level...and you can know how to leave something behind...and you know there is a difference between feeling and doing...and you can feel like doing something but not do it...or do something but not feel it...and I don't know whether you will feel like leaving here at the end of the session or whether you will actually decide to leave here at the end of the session...and I know you came to see me because you want to leave something behind...and I know that when you go you will have a feeling you want to leave...and so many people leave their coat on the chair without realising as they leave...and they come back for it...and you can leave

something on the chair you decide you can live without...and you can learn more from this on an unconscious level than you ever thought possible on a conscious level...and you can take some time now to integrate and absorb all that is necessary to leave here having achieved what you came here to achieve...and you can learn how you can apply what you have learnt here into everyday life and you know it is OK for parts of you to remain in hypnosis with each breath you take while the rest of you enjoys getting on with life...and you can leave here, leaving that discomfort behind and making all the necessary changes to reduce the pain and replace it with comfort...and making all the necessary changes unconsciously that can address the cause of that discomfort...and you can continue to make these changes and work on this with every daydream... with every dream at night...helping you achieve long-term comfort...(pause for about 3 minutes)...

Removing phantom limb pain

That's it...and I wonder whether you have thought about how by having the skill of being able to create phantom pain you also have the skill to create phantom pleasure...and many people learn unconsciously how to create phantom pain before they...discover how to create phantom pleasure...and this is something you don't know how to do consciously...(pause for about a minute)...and I know someone that moved into a home beside a railway line...and those first few night the person found they couldn't sleep...each time a train went by they would suddenly be aware of it...they were finding this to be such a pain...then one day they had a friend visit...this friend was complaining about the sound of the trains asking if it annoys them and how they cope...and they suddenly realised they hadn't been aware of the trains for some time...and there was a therapist that moved house and it turned out that one of his neighbours had a dog that wouldn't stop barking...and he really didn't want to have to make a complaint but he found the constant barking day and night was such a pain...then one day he realised the barking had stopped...a few days after realising the barking had stopped he was out walking when he bumped into a neighbour and he spoke about how wonderful it was that the dog's owner had either got rid of the dog or trained the dog to stop barking...this neighbour asked him what he was talking about...the barking hadn't stopped or improved...and this therapist realised that what had happened was that he had habituated to the noise so that he filtered it out and stopped being aware of it...and a number of years ago a Scientist carried out an experiment. He was curious how factory worker that work in extremely

noisy conditions seem to be able to talk normally to each other without shouting or raising their voices and they seem to hear each other perfectly fine...he asked a factory owner if he could spend some time in the factory and even sleep in the factory with all that noise...the owner though this was an odd request but said he could...when the Scientist arrived he was aware of how noisy it was and how the noise hurt his ears and how he couldn't hear what anyone was saying...he spent the day in the factory and slept the night...when he woke up the next day he noticed something odd had happened...he was able to hear and understand what the factory workers were saying...his unconscious had managed to block out the old constant background noise...and there are many possibilities experiences that your unconscious can use to help you to...find your own answer...and many children grow up and leave home...and often parents find their child breaking away from the family a painful experience...some parents work through this pain quickly...others take some time...yet parents learn that they need to move on and they...let the pain go...and you can learn on an instinctive level what you need to do to...move on...and...create the changes you want...and over the next few minutes you can take as long as you need to honestly and fully create those changes...and you can be curious about when you will be looking back and realising the old problem has been gone for a while now...and you notice that you have made the changes necessary for phantom comfort in place of phantom pain...it is common for the brain to re-wire sensations or to try to make sense of missing information and as it gets used to making adjustments, so your brain can recognise that there are no signals from that missing limb and the sensations can pass...and I don't know whether this will happen gradually or all of a sudden, whether you will wake one day and notice no pain where you used to know pain...and you can look at that limb and see it as a part of you...comfortably...in your mind's eye...and notice over time that as that old pain passes and inner changes occur...and all the necessary changes occur...that the limb there in your mind's eye can fade away...like working through the loss of a friend...discovering that one-day the time is right to...let qo...you know you will always know them...you will always love them...and they will always be a part of you...even now when they are apart from you...and you look back on them with feelings of pleasure...having moved on from looking back on them with feelings of pain and loss...(pause for about 3 minutes)...

Performance enhancement – getting in the zone

That's it...and you can really begin to think about those times you have naturally been 'in the zone'...and so many people find they...get in the zone...without trying or without knowing...it is going to happen...and...entering the zone...is an unconscious process...and while you listen to me your unconscious can begin to access all the memories of times...you naturally enter the zone when you want to...and on a conscious level you don't have to be aware of those memories whilst the unconscious part of you begins to...explore those memories...and to...look for how you naturally enter the zone...and when...you enter the zone... you do so easily and effortlessly...when you put effort into...entering the zone...you increase the chances of not...entering the zone...and you can take this...experience now...to really delve into how...you enter the zone...and you know you can...enter the zone...with a trigger and you don't even have to know what that trigger is...or how the trigger works...the trigger can happen automatically...and you know you have experience of triggers happening automatically...like seeing a red light and putting on the brakes...or hearing your name and suddenly and instinctively paying your attention to where your name came from...and I wonder how you will naturally and instinctively enter the zone...when the time is right...and your unconscious...can find a trigger... many golf players...develop a trigger...of...entering the zone...when they take hold of a golf club...and many snooker players...develop a trigger... of...entering the zone...when they hold the snooker cue...and many F1 drivers...set up a trigger...and...enter the zone...when they hold the steering wheel...and I wonder how...you will enter the zone...and what your trigger will be...and a part of you can...learn that instinctively...and as...you now learn that instinctively...you can wonder what it will feel like...that feeling of...focus... that feeling that...all of your attention narrows to the task at hand...that all distractions disappear...that time seems to slow down...and you discover it's like you're in your mind observing what your body is doing...as Bruce Lee said 'I don't punch...it punches'...and you can now take the time to create all the necessary changes on an instinctive level...and you can take as long as is necessary for you over the next few minutes...to...make it possible to enter the zone state instinctively and effortlessly in those situations you want it to happen automatically in...(pause for about 3 minutes)...

Performance enhancement – improving ability

That's it...and as you continue to relax you can take some time to create an environment in your mind where you can...learn what you need to know...and

there was someone that needed to learn for an exam in school and they took the time to...create a place to learn in the mind...and they went to that place and discovered a round table with people that were the leaders in their fields sat at the table and they sat at the table with these people and enjoyed conversations about their specialist subjects as they absorbed the learning...and another person wanted to learn to sing and dance at the same time...and they knew how to sing...and they knew how to dance...they just needed to learn to sing and dance at the same time...and they created a dance studio in their mind where a top them through months of rehearsal...learning...and instructor guided practicing...until they mastered singing and dancing at the same time...and you can learn what will work best for you...and now I'd like to have you just get the sense of a large TV in your mind...and on that TV just get a sense of a slightly older version of yourself...and watch that slightly older version of yourself and you know what you want help with and what you want to improve and in a moment you can watch that slightly older version of you perform perfectly... everything they do will be faultless...and you can watch them even in challenging situations...doing everything perfectly and effortlessly...and I wonder how much you know about the research carried out into mental rehearsal that showed that people that used mental rehearsal with very little actual practice performed better than those that spent the same length of time practicing...in mental rehearsal they practiced performing perfectly over and over again... whereas in real life practice people made mistakes and learnt how not to *perform* correctly as well as how to perform correctly...and it is important to carry out real life practice and you can discover how much improvement you achieve each time you enter hypnosis...and you can drift into hypnosis before you fall asleep or as you wake up or while you stand in a queue or any other situation that is appropriate and safe to do so...and each trance you have can enhance the effectiveness of this work towards achieving what you want...and I don't know whether it will be the spaces between my words or each outbreath you take that helps you to...improve performance...and I wonder what will help that improvement continue...and you know it's interesting how as a child you thought differently and your thinking style allowed you to...learn effortlessly... and you made mistakes but they were part of the learning and they made you learn even quicker...and you learnt to master walking...learnt to master talking...learnt to master a whole range of complex processes, tasks and activities...and you continue to do so...and in a moment you can take all the time you need to absorb and integrate new learning and create and begin to strengthen relevant neural pathways in the mind and body...and your unconscious can draw up every single time you got a part of that correct and

during this time can piece all of those parts together...in the same way someone can do this with golf and draw up that one time they made contact with the ball just right...that one time they had their feet just right...that one time they were thinking just right...the one time they got that swing just right...the one time they got the grip just right...and all these parts can be recalled unconsciously and linked together...and you can *honestly and fully carry this out...now.*..that's it...as you take some time for mental rehearsal...now...(pause for about 3 minutes)...

Learning to relax

That's it...and you can take this opportunity to...really absorb new ideas...and you can instinctively begin responding in a new way...and as you absorb new ideas and instinctively begin to respond in a new way I wonder what other benefits you will notice...now...one way to...really learn to relax...is to begin to master 7-11 breathing...and 7-11 breathing is a way of breathing that creates real and rapid physiological changes...and each time you breathe in counting to 7 and out counting to 11...you begin to master the relaxation response...and whenever your outbreath is longer than your in-breath you trigger the relaxation response...and *feel good*...chemicals and hormones release through your body... and you can learn other ways to...discover yourself instinctively relaxing deeply...and one way you can...discover yourself relaxing deeply...is to master self-hypnosis or meditation...and you know the more you enter self-hypnosis or meditation the more relaxation becomes a part of who you are as a person...and as...you master relaxation...it begins to become more instinctive and...you find relaxation happens all by itself...another way to...learn to relax...is to allow your mind to wander and to think about pleasant experiences or even think about a pleasant time you have been hypnotised or drifted off into a trance, daydream or reverie...and the more the mind faces challenges the more the body can relax...and there are times when relaxation isn't an appropriate response and times when it is...and you know which times are which...and I wonder what else you know that you didn't know you know yet you knew you knew it without realising...as you master the art of relaxing when that is the ideal response to have...and you can learn here and now how to re-enter hypnosis and really...learn how to enter hypnosis instinctively...and feelings occur unconsciously first and I wonder whether your unconscious will decide to trigger relaxation when you begin to feel unconsciously stressed or whether your unconscious will wait until you begin to think you need to relax...and you can

discover that for yourself...and each time you enter a trance you can *learn to* relax in your own unique way...and you can take some time now to make the necessary changes on an instinctive level to...*learn to relax...now...*(pause for about 3 minutes)...

Removing a phobia with no known origin

That's it...now as you imagine you are sitting in the world's most comfortable chair...a chair so comfortable you find all you can do in it is relax...as you relax you can (look over to where you want them to imagine the TV and do this whenever you are talking about that TV so that you are being congruent with what you are saying) begin to notice a small old fashioned black and white TV set...and at the moment the TV is switched off...and in a minute...while you continue to relax deeper and deeper with each breath you take...an old, old movie will appear on that black and white screen...and it will be an old movie made up from all the memories that led to the development and maintenance of the phobia...and you don't have to know what any of those memories are...you can just relax and follow the process...and that collection of old memories will begin from a time before that old phobia response developed...a time you were happy...calm and playful...all the way through those old memories to a time after that phobia had passed and you were calm and happy...and before that old distant movie plays I'd like you to get a sense of drifting out of your body... through space and time...drifting and relaxing to a position over beside that old TV (talk facing where you would like them to be beside the TV)...to a position where you can look over and see the you sat here (saying this looking back at where they are sitting) but can't see what is on the TV...and when you have done that allow the head to nod...(wait for the head to nod)...that's right...and in a moment I want you (talking to where they are by the TV) to watch that you over there (looking at where the client is sitting) pressing fast forward on the TV remote when I say now...and watch that you sat there watching that old distant movie rapidly all the way through from that calm point at the beginning to that calm point at the end...and then when you have done that just allow the head to nod...and do that...now...(say these parts quickly)...that's it and really, really quickly fast forwarding that old movie all the way through to the end and allowing the head to nod...(watch for the head nod)...that's right...and now drift through space and time and float into the paused end of that old distant movie (saying this facing the TV)...drift into that calm paused end of that old distant movie...seeing what you saw...hearing what you heard and feeling what you

felt...and once you have done that you can allow the head to nod (wait for the head to nod)...that's right...and in a moment when I say now I'd like you to rewind all the way back to that calm point at the beginning...and I'd like you to take no more than 2 seconds to do this...then allow the head to nod...and do that...now...that's it rewinding rapidly all the way back to the beginning... everything happening backwards the speech happening backwards...the action happening backwards and all the feelings happening in a new direction...that's it...(say all of this facing the TV and wait for head nod)...and now just get a sense of drifting through space and time back into that seat (looking over at the client) and in a moment when I say now I'd like you to watch that old, old distant movie all the way through to that calm end...then allow the head to nod...and take no more than a second to do that...and do that...now...fast forwarding that old, old movie all the way to the end taking no more than a second then allowing the head to nod...that's it...and now get a sense of drifting through space and time into the end of that old distant movie (looking back at the TV)...seeing what you saw...hearing what you heard and feeling what you felt...and when I say now you can rewind all the way back to the beginning to that calm point at the beginning...and as you do everything can go in a new direction...people can speak in reverse...all the action can happen in reverse...and the feelings can go in a new direction...and you can do that taking no longer than the sound of a snap of the fingers...and then allow the head to nod...and you can do that...now (snap your fingers)...that's right...and now you can get a sense of drifting through space and time to that chair and as you relax comfortably in that chair, (said looking at the client again) when I say now you can watch that old distant movie (said while glancing over to the TV) through at a speed you are comfortable with...and when you have finished comfortably watching that old movie the head can nod...and you can do that now...that's right...and now you can get a sense of a you in the future on that screen...and the screen can become clearer and more desirable...and as it does you can watch that you in any future situations that would have led to you feeling uncomfortable in the past as that old you...and you can really begin to explore what is different when you respond in this new way...and you can now take some time to relax and instinctively integrate and update your mind and body patterns...(pause for 3 minutes)...

Removing a phobia or PTSD with a known origin

(With phobias & PTSD it is often best to de-traumatise the worst or earliest

memory first then the 2^{nd} and 3^{rd} worst memories if necessary. In many cases there may well only be a single memory that needs working with)

That's it...now as you imagine sitting in that comfortable chair...a chair so comfortable you find all you can do in it is relax...as you relax you can (face over to where you want them to imagine the TV and do this whenever you are talking about that TV so that you are being congruent with what you are saying) begin to notice a small old fashioned black and white TV...and at the moment the TV is off...and in a minute...while you continue to relax deeper and deeper with each breath you take...an old, old movie will appear on that black and white screen...and it will be an old movie of that first or the earliest remembered phobia memory...and that old memory will begin from a time before that old phobia response occurred...a time you were happy and calm...all the way through that old memory to a time after that situation had passed and you were calm and happy...and before that old distant movie plays I'd like you to get a sense of drifting out of your body...through space and time...drifting and relaxing to a position over beside that old TV...to a position where you can look over and see the you sat here but can't see what is on the TV...and when you have done that allow the head to nod...(wait for the head to nod)...that's right... and in a moment I want you to watch that you over there pressing fast forward on the TV remote when I say now...and watch that you sat there watching that old distant movie rapidly all the way through from that calm point at the beginning to that calm point at the end...and then when you have done that just allow the head to nod...and do that...now...(say these parts quickly)...that's it and really, really quickly fast forwarding that old movie all the way through to the end and allowing the head to nod...(watch for the head nod)...that's right... and now drift through space and time and float into the paused end of that old distant movie...drift into that happy paused end of that old distant movie... seeing what you saw...hearing what you heard and feeling what you felt...and once you have done that you can allow the head to nod...that's right...and in a moment when I say now I'd like you to rewind all the way back to that calm point at the beginning...and I'd like you to take no more than 2 seconds to do this...then allow the head to nod...and do that...now...that's it rewinding rapidly all the way back to the beginning...everything happening backwards the speech happening backwards...the action happening backwards and all the feelings happening in a new direction...that's it...(wait for head nod)...and now just get a sense of drifting through space and time back into that seat and in a moment when I say now I'd like you to watch that old, old distant movie all the way through to that calm end...then allow the head to nod...and take no more than a

second to do that...and do that...now...fast forwarding that old, old movie all the way to the end taking no more than a second then allowing the head to nod... that's it...and now get a sense of drifting through space and time into the end of that old distant movie...seeing what you saw...hearing what you heard and feeling what you felt...and when I say now you can rewind all the way back to the beginning to that calm point at the beginning...and as you do everything can go in a new direction...people can speak in reverse...all the action can happen in reverse...and the feelings can go in a new direction...and you can do that taking no longer than the sound of a snap of the fingers...and then allow the head to nod...and you can do that...now (snapping your fingers)...that's right...and now you can get a sense of drifting through space and time to that chair and as you relax comfortably in that chair when I say now you can watch that old distant movie through at a speed you are comfortable with...and when you have finished comfortably watching that old movie the head can nod...and you can do that now...that's right...and now you can get a sense of a you in the future on that screen...and the screen can become clearer and more desirable...and as it does you can watch that you in any future situations that would have led to you feeling uncomfortable in the past as that old you...and you can really begin to explore what is different when you respond in this new way...and you can now take some time to relax and instinctively integrate and update your mind and body patterns...(pause for 3 minutes)...

Obsessive Compulsive Disorder Relief

That's it...and you can begin to get a sense of a TV in your mind...and on that TV in your mind you can begin to notice a slightly older version of yourself... and you know there is a difference between what is appropriate and what is inappropriate and a part of you knows that difference...and as you watch that you on that TV you can begin to notice as they drift back in their mind to the initial memory that led to that OCD...and as you watch that you recall that experience you can watch as they receive all the appropriate and necessary support to help them develop a new way of handling things...and you can watch as they really recall that experience...and sometimes compulsive behaviours begin with a single event other times they have a number of events and the experience that leads to the compulsive behaviour is an event of thinking in a different way to that final event...almost like the straw the breaks the camel's back...and you can watch that slightly older version of yourself as they explain to that younger version of yourself what the future will hold if they respond in a

specific way and what they need to do to prevent that response unfolding...and you can watch as they help that younger you to...keep the problem in the past... and you know sometimes people worry about something happening again and then develop a habit of prevention...and this habit of prevention can be set too sensitive...and while you watch that you being helped you can begin to unconsciously process what is an appropriate sensitivity that will let you know any risk is reduced to an acceptable level...and some people get really frustrated with their car alarm because it is so sensitive a leaf landing on the car triggers the alarm...and the owner has to keep going back to the car to reset the alarm... and it can be very frustrating and time consuming...and even when they don't hear the alarm going they are always on edge thinking at any time now the alarm could go again...and they feel so relieved when they have the alarm fixed or set to a lower sensitivity...and some children learn that plants need water and sunlight to live and grow...and because plants often start growing slowly some children get frustrated and think they must be doing something wrong because their plant isn't yet grown...and they will give the plant more and more water and the plant can't handle all the water and dies...other children think the plant needs more sunlight and because the plant hasn't grown enough yet they will give it more light...and then in the strong overwhelming sun the plant withers and dies...yet the child that let the plant do what the plant's got to do...and they *just relax* and have patience...and each day they check the soil is moist and only add some water if it is too dry...and they allow the plant light but not too much...and if they see signs the plant is getting too much sun they move the plant out of the sun a bit more...and they respond to the plant's needs...these children grow successful plants...and they find it more effortless because they haven't spent all their time worrying...and you can notice how that future you has been able to help that you from the past...and how they now begin to imagine future situations where that old behaviour would have happened and notice as it doesn't and notice how calm that future you looks as they watch a future you in those different situations...and at times that future you can watch some of the more challenging situations as they rapidly fast forward and rewind while they watch until they notice all the old emotion drains out of those situations completely...then they can watch the situation through at a normal speed in a new way...and in a minute you can begin to imagine what it would be like to now be in that future you watching those future situations...and you have all the resources inside yourself and you can instinctively discover how to...respond differently...and what it feels like to know...you respond differently...and many people...develop a new therapeutic compulsive habit... they find that they...feel compelled to carry out this new therapeutic habit...

and...discover it keeps the old habit away...and they begin to...become compelled to enjoy life and help those around you to enjoy life...and they often begin to notice that none of what they were concerned about actually happened...they...become comfortable with the low level of risk...and often report that they...feel like a normal person again...and that they...gain more control in your life by stopping the old behaviour...and often people say they behaved in a compulsive way to achieve control yet on looking back discovered that the old OCD was controlling them and they just hadn't stood up against it... and in school there was a child that was being bullied and he would walk to school late and would take different routes and would keep away from people all just to stop himself getting bullied...and the more he tried to stop it by behaving in this way the more he stood out...and the more he stood out the more he got picked on and it was a downwards spiral and the problem continued to get worse...the more he behaved differently to try to prevent the bullying the more the bullying occurred...and his life began to revolve around avoiding being bullied...and he would walk many extra miles a week and he wouldn't socialise...and he wouldn't pursue any of his hobbies and interests...and all of his free time was spent worrying about being bullied and how he could prevent it...and he just couldn't see the wood for the trees...he kept following the same over the top solution rather than finding a new solution...one day this child spoke to an adult about his situation because he was now beginning to get a bit older and was realising that his behaviour is controlling him and so he now feels like he can't win...if he doesn't behave that way he gets bullied and if he does he is always anxious and frustrated and unable to lead a normal life...the adult gave him some good advice...the next day the child went to school much happier and was no longer a victim he returned to being himself...he put others first which led to some people taking advantage but he learnt from each experience...and he followed his interests...and he responded differently to the old bullies...he didn't become aggressive or appear anxious...he became indifferent to them...and after they stopped getting the response they wanted they got bored of trying to bully him and left him alone...he found a whole range of new positive changes that stayed with him as he grew up...and you can get a sense of being that future you...feeling different and responding in a new way to situations...and you can take some time now for a part of you to begin to re-programme the changes into the mind and body on an instinctive level...and maintain them with each breath you take...(pause for about 3 minutes)...

Boosting confidence

That's it...now you can begin to get a sense of a TV in your mind...and on that TV screen you can see yourself in situations that you feel confident in...and I don't know whether it will be six or seven or eight or more situations that go into creating that movie of confidence on that screen and each one can be like a separate scene will all of them playing one after the other and then cycling round so that at the end of the last scene you see the first scene begin again...and as you watch that a feeling of confidence can increase throughout those situations...and as you watch those situations you can begin to feel drawn into them so that you can see what you saw...feel what you felt and hear what you heard...and you can be curious about how you know you are confident as that feeling of confidence continues to cycle round and round with all the memories...and you can begin to add in brief clips of situations you used to not be confident in so that the feeling of confidence continues through all the memories and through these brief clips...and as the memories continue to cycle round the memories can begin to become brief clips while the brief clips can begin to extend whilst holding on to that confident feeling...and as you begin to continue to increase that confidence so the thumb and first finger of your right hand can begin to drift together and when they touch they can link the feeling of confidence with that action of having the thumb and first finger touching...and I don't know whether it will happen automatically in situations you want more confidence or whether you will consciously choose to bring that thumb and forefinger together...and as that confidence increases towards a peak the thumb and forefinger can drift apart again...and you can be curious about how you will continue to improve your confidence in the future...and in the future you can stand up and close your eyes as you imagine a circle on the floor in front of you...and you can imagine either yourself with that confidence or someone else that you know has that confidence standing in that circle...and you can watch them and pay attention to how you know they are confident...and turn up the volume to their internal dialogue to hear how they talk to themselves that helps them to be confident...and then you can step forwards into that person so that you become that person...and you can then experience...being that person... and...make that confidence a part of you...and then in those future situations you can open your eyes and continue to hold that confidence as a part of you or find that the confidence is fully programmed into the mind to suddenly occur in the future when it is needed...and you know that a little bit of nervousness helps to improve performance and ability...and you can now just take a few moments to imagine a line of events in front of you from your future with the next

situation that you would have lacked confidence in at the end of that line of events...and you know true confidence comes from being confident in your abilities...many people make the mistake of lacking confidence because they can't do something...or because they aren't as good as they think they should be...you can only be confident that you will do your best...and you can imagine that line of events...and you can begin to move towards that situation and as you approach you can watch it playing out how you want it to go...and as you approach I wonder what the natural trigger will be that turns on that confidence instinctively and automatically just as you enter that situation and others like it in the future...and you can get a sense of entering that situation and notice what it feels like to...be confident...and you can now become more absorbed in this learning experience of installing that confidence in your future...and you can take as long as you need while I quieten down in the background for a moment...(pause for about 3 minutes)...

Enhancing motivation

That's it...and many people think that they lack motivation without realising that they wake up in the morning...they get out of bed...they eat food...and they do many other behaviours that take motivation...and motivation consists of towards and away from motivation...there are things you are motivated towards...goals that you want...and there are things you are motivated away from...like not wanting to get in trouble...and to...become motivated with the most efficiency... you can have an element of towards motivation and an element of away from motivation...and you can think of something you feel motivated to do and as you...think about that...you can begin to get a sense of where that image is in your mind...is it in front of you...off to the left...off to the right...above you... below you...and you can think about how big that image is and whether you see yourself in the image or are viewing the image as if you are looking through your own eyes...and now you can get a sense of your mind going blank...and once your mind has gone blank you can get a sense of what it is you haven't been feeling motivated to do...and you can get a sense of where that is in your mind...whether it is above you...below you...behind you...in front of you...to the left...or to the right...and you can get a sense of whether you can see yourself in that image or whether you are viewing that image as if you are looking through your own eyes...and you can now begin to move that picture to where the motivated picture was and your unconscious mind can make the adjustments that programme that in your mind in the same way that you have the

other motivational memories in your mind...and you can fix that in place as if each breath works like adhesive to stick that new way of representing those behaviours in place...and you can...discover something new...and...respond in a new way...and your unconscious can make changes easily and effortlessly... and you can begin to think about how things will be different for you when you find yourself motivated to do things that previously you felt less motivated to do...and as you listen to me you can respond more fully and when your mind wanders you can update those neural networks in the brain...to respond in a new and improved way...and I remember a story about a frog that was stuck in a rut on a muddy road...another frog hopped along and heard the frog asking for help...when he found the frog he tried to reach down to get him out...he couldn't reach so he asked the frog if he could jump out...the frog said it was too hard... the frog in the rut asked the other frog could you jump down let me stand on your back then I can get out...the other frog said then he would be stuck in the rut...and he didn't want that...the frog decided he would just have to leave that frog...and he continued to hop along the road...after a while the frog that was stuck in the rut hopped past him and raced off...the frog chased after him and asked I thought you were stuck in the rut...how did you get out...the frog replied...there's a truck coming...and you can discover your inner motivation... in a way that is unique to you...and you can take all the time you need to allow yourself to honestly and fully update your neurology...while I take a few moments to quieten down in the background...(pause for about 3 minutes)...

Improving self-image

That's it...and as you continue to *relax deeper and deeper* into that instinctively responsive state of mind you can begin to wonder how you will develop the ability to...*improve your self-image*...and you can begin to...*make changes on an unconscious level*...and you don't have to know how...*these changes will occur*...and you can imagine yourself standing in front of a window...and you can be looking in through that window and see someone that you know loves you...and you might not even recognise that person all you know is that they love you...and you can be curious about how you know that that person loves you...what do they do to demonstrate they love you...how do they behave... what do they think...how do they talk to you...and as you show curiosity about this you can find yourself beginning to wonder what it would be like to...*become that person*...and you can now...*begin to get a feeling of that*...and as you begin to see the world through that person's eyes you can start to catch a

glimpse of yourself and begin to see that you over there through this you's eyes...seeing what they see that makes them love you so much...and many people struggle to think of positive things about themselves when asked because all of those positive things are buried in who we are as people and for some people may not be immediately consciously available...and yet these people have friends and family that they know care about them and like them...and these people wouldn't be friends if they didn't like you...and you can think about what they would say they like about you...you know often others see the parts of us we don't pay attention to...and you can think about what others would say they like about you...and while a part of you thinks about what others like about you...you can understand and integrate what I am saying on an unconscious instinctive level...and a sculptor will take a large stone and see the beauty inside that stone...and that sculptor will keep that beauty in mind and will start chipping away...and they will sweat and work hard and struggle and at times they will want to quit...yet they will continue to...chip away at it...day and night...until they have removed all the unwanted stone...and they are so proud of what they have achieved and they take that work of art to a gallery to be displayed for everyone to...admire the beauty...and people...admire the beauty...and all the hard work that went in to creating that work of art...and you really can...now...create your own personal work of art from the inside out...in your own unique way...and looking at a garden you can think that the lawn looks beautiful and that all the grass looks neat and even and all the grass looks the same...yet when you get close to that grass and...really pay attention...you notice that each blade of grass is different...yet all of the blades together share a similarity...and all people on the planet share one similarity and that similarity is that we are all unique and different and beautiful in our own way...and you can begin to absorb the meaning in my words from the inside out...and you can take as long as you need now...to integrate all the learning and update psychological patterns deep within your neurology...and as you do I will quieten down into the background...and while I quieten down into the background a part of you can be wondering how all the changes will take effect and whether they will all take effect at the same time or whether some parts of the changes will occur faster than others...and you can wonder how that will happen for you and whether it will be different or the same as it is when it happens for others...(pause for about 3 minutes)...

Setting and achieving goals

That's it...and as your mind continues to wander you can integrate everything I say fully and honestly or discover in the future that everything I said became an integral part of who you become, and you can fall asleep while you integrate what I say or you can stay awake as you listen and absorb what I am saying to you...(pause for about 15 seconds)...Now talking to you in the future as someone that has achieved what you wanted you can begin to recap to yourself what your life is now like and as you do that I will quieten down in the background...(pause for about 2 minutes)...and I understand that you got where you are today by putting in time and effort and dedication and commitment... and that it all started when you set your mind to it back in (add the month/year) and that you then began to...make all of those changes...and continued those changes right through to the when you achieved success...and I'm sure you had a few hurdles and I'm curious how you overcame them...and now you are here in the future...aware of the events that have passed...knowing that you can drift back to the present, to the place on that journey you know you are currently at being aware of all that has passed and aware there is more yet to come, having knowledge that the present is a gift and that the future holds many more presents for you to discover...and you can relax in the knowledge that each time you drift off into a daydream or find your mind wandering...you are taking another step closer to making your dreams reality and as you continue to take a little longer just to finish integrating all this new learning into your neurology and into the instinctive part of you I will quieten down again into the background...and you can take as long as you need over the next few minutes to fully and honestly complete that...(pause for about 3 minutes)...(As part of the therapy with the person, you will want to help them to establish the goal in sensory specific language, with the goal being something that is under their control and establishing the steps towards that goal, like sub-goals, with times when they will be likely to achieve those various sub-goals and what they will be doing from leaving therapy to start to achieve the first sub-goal. You can have them say something to themselves like 'if an opportunity arises to work towards my goal, then I will take it if it is appropriate to do so').

Metaphorical 'life changer'

That's it...and as you continue to *relax deeper and deeper* you can listen to me in the background...and as you listen to me in the background you can understand what I'm saying on an unconscious level...many years ago there was a prince that lived in a castle...and one day he was gazing out of one of the

castle windows looking out over the land that his family ruled...and from his perspective he could see people struggling...he could see people suffering...he could see people starving...while he was in this castle getting whatever he wanted with the ring of a bell...the prince ask his father why things should be this way...and was told the world is the way the world is...there's nothing you can do to change it...the prince wanted to know why not...and asked what about all of those poor people...and we are so rich...can't we help them out...his father didn't answer...the prince thought about his life...he had everything money can buy yet he felt unhappy and felt like something was missing from his life...while many of the people in the town around the castle appeared to struggle and suffer yet they would often be smiling and looking happy...that night when everyone went to bed the prince snuck out of the castle in disguise...he had to discover the answer...how can people be so happy with such miserable lives...he walked through the town and into the nearby forest...the forest was dark and eerie and the night was still...there were shards of moonlight glistening down through the leaves of the trees onto the forest floor shimmering a path for the prince to follow...the prince followed this unknown path to discovery and wonder and was curious where it would lead him...as he continued to walk the prince could hear noises of animals and birds moving in the dark...he could feel his heart beating loudly as he continued into the unknown...after a while the prince found a clearing and saw a frog sitting by a pond...as he approached the frog it started to talk to him...'you are on a journey of discovery and wonder and you can wonder what you will discover on that journey'...the prince began to wonder as he continued to wander through the forest...he thought he could hear something behind him moving in the dark...following him...he could see the foot of a mountain and wondered how he would reach the cave...then out of the dark some tribes people appeared...the prince couldn't understand what they were saying but could tell they were friendly...they began to cut down some trees and build a ladder...the prince decided to help them...after some time they managed to complete the ladder and the prince climbed up to the cave...in the cave was a flickering fire...he sat down by the fire watching the flickering flame and noticing how the light from the fire was dancing on the walls...as he continued to watch the flickering flame he began to see things and his mind began to wonder...then everything went dark for a moment before he found himself resting beneath a tree...and as he rested beneath that tree he began to discover the true meaning of happiness and life...and he knew that when you get hot you enter a pool to cool down...and after a while you need to warm up so you go back out in the sun...he then got an image of the Yin Yang symbol...then a coin flipping in the air...then he saw a person struggling and while the person was

struggling he saw the person step outside themselves and the part of them with the problem began to change how they were dealing with the situation...then the prince saw people socialising and talking with each other...different images and ideas drifted in and out of the princes mind...and with each image the prince was learning something new about himself that was beginning to change his life in ways he didn't yet know...and the prince continued to notice what seemed like random images until they disappeared when his unconscious knew it found the answers...(pause for about a minute)...and when the time was right he drifted back to that cave before climbing down the ladder and enjoying an adventure of learning and discovery as he headed back to the castle where he knew how the next day he was going to change his world forever...and improve the lives of those in the town...(pause for about 3 minutes)...

Overcoming insomnia

That's it...and you can be curious which night will be the first night...you sleep the whole night through...and I wonder how...you will achieve that...many people have found that the sleep problems they had were due to worrying too much during the day and going over things in their mind when they should have been falling asleep...and they found many ideas worked for them...and I'm curious which ideas will work for you...one person decided that if they weren't asleep within 20 minutes of going to bed they would get up and tidy their home...and within a week the home was tidy and they were sleeping through the night...another person decided to listen to meditation or hypnosis tracks as they were falling asleep to have something to follow that stopped their mind wandering and worrying...and I don't know what will work for you...and I wonder whether...you will sleep through the night...tonight...or whether...you will sleep through the night...tomorrow night...or whether the first night...you sleep through the night...will be in a weeks' time or two weeks' time or a months' time or some time sooner...many people discover the...improved *night's sleep...*develops as any day time problems or issues become resolved... and you can resolve any issues or problems in your own way...and when...your sleep improves...I wonder how life will be different...and a part of you can take some time now to get a sense for what that life is going to be like...who will notice that...your sleep has improved...what will they notice...how will it make...you feel different...what other life changes will occur...and how will the change be maintained...and a part of you can drift off into the future looking back and reviewing how you achieved...sleeping better each night...and looking

at those times when you had the odd brief blip and how you overcame those few odd blips...and when your head relaxes on the pillow I wonder how quickly...you will fall asleep...and some people find they fall asleep as their head hits the pillow...others find they fall asleep just after their head hits the pillow...and some people find they fall asleep after they have taken a few comfortable breaths...and I wonder what will work for you...and some people tell themselves...if you go to bed and close your eyes to sleep, then you will quickly fall asleep and sleep through the night...and you can take a moment to tell yourself that...if I go to bed and close my eyes to sleep, than I will quickly fall asleep and sleep through the night...and you can now take as long as you need to reprogram your neurology...while I quieten down in the background... (pause for about 3 minutes)...

Overcoming impotence

That's it...now a part of you can...begin to make a difference...and you have had experience of getting embarrassed and having your face go red and you have had experience whether you realised it or not, of blushing during intimate situations...and a part of you can learn how to stop blushing on your face when in those situations and can teach you how to send the blushing south...well away from your face...and that intense blushing can find a way of expressing itself and being noticed and standing out...because blushing is a signal that is trying to make you behave in a specific way...blushing has a message it wants you to be aware of...and you know some problems have an emotional component others have a physical component and others have both...and you can put old emotions in the past...you may as well...forget about them...and allow them to be totally attached to the memory they occurred in, back in the past...almost like turning over the pages of a book...you know there is writing on the previous pages but can you remember the 92nd word on the page 10 pages back...and although you know the context of the story and could give an overview of the story you can also forget lots of information that isn't helpful to remember now...and as you take my words and allow them to stimulate your thinking and your neurology they can thrust new ideas and understandings into your mind and body...and as those ideas grow and develop so you can learn unconsciously...and you know it is easier to forget you had a problem than you realise...and you can just get absorbed and carried away in an experience...and it can be a pleasure to experience the intense feeling of a new discovery that stands out noticeably... and you have experience of your head standing upright...and you do that

effortlessly...and when you get tired your head flops and falls...yet when you need to...keep it up...it stays up...and many people go to watch films in the cinema and eat popcorn...and they put their hand in the popcorn and then lift it up to their mouth...and then they lower their hand down...and they repeat this... until they get excited in a moment and the hand that is rising to the mouth suddenly pauses in the air and stays stuck their until the excitement is over...and in a moment I'm not going to talk to you...I'm going to talk to your penis...and when I do your penis can listen...and it can feel a compulsion to respond fully... and after you leave here today your penis can remain in a trance and it will always remain in a trance responding to what I say...as I talk to your penis now...and you know how to ignore (enter clients name) and do what...you want to have fun...and you can be like a rebellious teenager...you can do things for fun...you can make yourself known a few times every day when it is appropriate to do so...so that you don't feel ignored...you can begin to crave attention and want to be noticed...and you can feel compelled to come out to play whether (enter clients name) wants you to or not...and you can always enjoy play time and you can crave play and take every opportunity to come out to play when you know it is right a proper and a decent time to do so...and sometimes you can be cheeky come out at random times when you want attention...and I wonder how you will discover you keep intensely blushing and when you do the more you try to stop blushing the more intense the blushing becomes and you can work independently to what (enter clients name) thinks and just respond independently to situations...and you know which situations you can come out and play in... (pause for about 1 minute)...that's it and now I will talk back to you...and you can take as long as you need now on an unconscious level to integrate all the necessary changes to create the future you desire...and you can take as long as you need over the next few minutes while I quieten down in the background... (pause for about 3 minutes)...

Overcoming enuresis (bedwetting)

That's it...and as you listen to me, your mind can sort out that old problem in its own way...and you can begin to think about how life will be different once you have overcome that old problem...and I don't know when you will have your first *totally dry night* and whether you will have four or five nights where *you stay dry* most of the night before that first full dry night...and I don't know when you will first have two dry nights one after the other and whether this will be followed by a few wet nights before having another dry night or whether it will

be followed by a few more dry nights...and I don't know when you will have a whole week of dry nights...and whether these dry nights start next week or the week after or maybe they start in a months' time...or sooner...and you know when children learn to write they hold a pencil in one way and as they begin to...get used to controlling those muscles...they get better at writing and as a child learns to colour in pictures they start by going over the lines and as they...practice more and more...they gradually get more and more of the colouring done inside the lines...and children learning musical instruments make many mistakes and gradually they learn how to perform all the movements correctly and link all the actions and...learn to control the muscles...and they improve and play better and better...and children that...enjoy learning...a sport have to learn how to make their body respond correctly instinctively...if someone learns football they have to master muscle control in the legs to make sure their foot is in the right place at the right time to kick the ball in the right way and with the right strength and in the right place...and someone learning baseball has to master muscle control in the hands and arms making sure they know where to move their hands to and when to close their fingers around a ball and how to get the strength of throws and direction correct...and you know how you would respond if you were using the toilet and someone walked in...you stop peeing...and this happens by itself without thinking...and you can now take as long as you need to learn from all that I have been saying, making it a part of who you are...and I will be quiet in the background for a few minutes to allow you to make all the changes honestly and fully...(pause for about 3 minutes)...

Life reprocessing technique

That's it...and as you listen to the sound of my voice you can begin to *explore new possibilities* and as you explore those new possibilities you can *discover changes* occurring on an unconscious level...and as you listen to the sound of my voice you can begin to float and drift up out of yourself so that you are looking down on that memory you were currently developing and as you look over from that position you can notice that all your memories are lined-up before you stretching way back into the past...and you can begin to float back over all of those memories right back to the beginning...and in a few moments you can begin to *work through every single memory* of your life...and as you enter each memory you can save all the learning from that memory whilst *healing any memories that need resolution*...and you don't have to know how you do this... and as...you work through each memory...they can begin to *fill with a healing*

light...and as you enter each problem memory you can notice that some memories have a pleasure or anger aspect that builds up in the memory before being cut short with another emotion that is anxiety based like embarrassment or fear or helplessness that you want to get away from...and other problem memories will have anger or pleasure that was a problem...and other memories will be anxiety based...and you have all the skills...knowledge...and resources to resolve any issues and...heal every memory...and you can take plenty of time now to make each memory a present and work through all those presents until you arrive back at this present here and now...and you can take as long as you need to honestly and fully...do that now...while I quieten down in the background...and you can be fully done when I continue talking... (pause for about 3 minutes)...

Comfortable birth

That's it...and as you continue to relax into this state you can begin to explore the potential of your mind and body...and you know there are cultures where the man goes through the discomfort of labour while the woman just...enjoy the sensation of birth...and many people wonder how this can be...and in other cultures...birth is a comfortable experience...the mother only has the expectations of feeling the sensations of the experience and enjoying the experience yet is not accustomed to feeling any discomfort...and I don't know what changes or alterations your mind and body will make to allow you to...enjoy the birth...and many parents that...experience a comfortable birth... discover that they were paying all of their attention to the sensations of the experience and the pleasure and excitement they were feeling as they were giving birth...of bringing this new life into the world...and you know it is possible to sleep from the neck down whilst remaining awake from the head up or go into a trance as a body whilst you remain alert as a mind...as you experience the birthing process...and you can integrate and absorb all that I say here to ensure you have a comfortable birth...and you can...feel so comfortable during the birth...and...enter a healthy state of mind...and over the next few minutes you can take as long as you need now to really honestly and fully make all the necessary changes at an unconscious and instinctive level...to feel comfortable during childbirth...(pause for about 3 minutes)...

Overcoming fibromyalgia

That's right...and as you continue to breathe in that way a part of you can begin to go back and review the past...and that part of you can enter every single memory and work through each memory...and as that part of you searches back through memories it can begin to heal any memories that...until now...had negatively impacted on the future...and some memories will contain anxiety feelings or difficult stress and others will at first appear to contain an emotion like guilt or embarrassment or fear or anxiety yet on closer inspection they will also contain anger or pleasure that until now you had forgotten all about...and this anger or pleasure feelings will have been suppressed or unable to be expressed at the time...and I knew someone that had a memory like this...and they remembered how embarrassed they were when they got caught dressing up and completely forgot the pleasure they felt before they were caught...and someone else I knew got bullied and they remembered being scared and feeling helpless but had forgotten how angry they felt and at the time they couldn't act on this anger...and on recalling these hidden or forgotten feelings both these people recovered...before the end of the session...and you will retain the learning made in all the memories that part of you works through...and as that part of you goes back through those memories...you can begin to discover a greater sense of comfort...and you can begin to feel like a weight is being lifted off you...and as that weight gets lifted off you so you can experience a lifting off of you of another kind...and while that part of you carries on working through those old memories another part of you can take as long as it takes between now and when you exit hypnosis to go through the whole body...through every muscle...every bone...every organ...and every cell...applying a healing gel... and this healing gel works by stimulating healing while preventing signals of discomfort...while at the same time having the properties to allow new signals unrelated to the old problem through to conscious awareness to allow you to gather further information...and making all of the changes needed to address and heal yourself of fibromyalgia...and a third part of you can begin to drift off... into the future and explore what the future holds...and explore how these changes you are making...now...impact on that future you...and how...your life is different with these changes...fixed in place...and you can take as long as you need to complete all these three tasks on an unconscious level before integrating fully back together by the time I next speak...(pause for about 3 minutes)...

Acne removal

That's it...and as you relax in that way your unconscious can begin to work in a

new way...and you can begin to alter how oily the skin is and you can begin to make all the necessary changes to...make spots vanish...and you can make all the necessary changes to...keep the skin clear...and occasionally a rogue spot may appear and I wonder if you will have a chance to notice it before it fades away again...and you know when washing up is left to pile up it can seem like such a chore...and so much hard work...and all the food is dried on...and to make the job easier you scrape off all the loose bits of food and then put the washing up in warm soapy water to soak...when you come back after a few hours and drain the water and clean the plates with fresh soapy water the plates clean easily...and you can learn on an unconscious level what you've got to do...if you feel like rubbing, scratching or picking any spots, then you will ignore that feeling...and you can always keep that in mind...if you feel like rubbing, scratching or picking any spots, then you will ignore that feeling...and I knew of this boy that wanted to...get rid of acne...and he had tried dozens of different medications...and none of it worked...and he was set the task of going on holiday to a log cabin in the alps with his mum and the log cabin was bare... there was minimal furniture...no pictures or mirrors on the walls...no TV...and no mobile phone signal...the boy and his mum were on holiday for a fortnight and no other intervention or therapy was carried out yet the boy came back with clear skin...and the boy didn't even realise that being in that log cabin was going to change his behaviour without him noticing and that this change of behaviour was going to lead to his...face becoming clear...and your unconscious can make all the necessary changes now and can understand this story on a deeper level and it can do that...Now...(pause in the background for about 3 minutes)...

Overcoming anger

That's it...and as you continue to relax in that way I will begin to talk to you and what I say to you, you can understand on a deeper than conscious level...and you can really begin to explore some issues...and you can do this on an unconscious level...and as you work through those issues I will talk to you...and you know when a car alarm is set too sensitively it goes off all of the time...and a leaf lands on the car and the alarm goes off...and someone walks past the car...and the alarm goes off...and you know if you don't set the alarm the car may be at risk...and the alarm can be set to an appropriate level and it goes off only when it is genuinely at risk...and there was a story I heard many years ago about a woman that wanted to help her husband to control his anger...and she went to the village medicine man...and the medicine man told her he knows a

way to help...but before receiving the answer she must pick three whiskers from a tiger...and on the first day she tried to approach the tiger but the tiger growled and lashed out at her...the second day she sat away from the tiger and didn't approach...on the third day she sat a bit closer and again spent the whole day just remaining still...after a week she had managed to get close enough to hear the tiger breathing...by the end of the ninth day she managed to get close enough to feel the tigers breath...when it approached the fourteenth day she was able to rest against the tigers belly as he slept...on the fifteenth day she gave the tiger food and did the same on the sixteenth and seventeenth days...by the eighteenth day she had managed to pick one whisker from the tiger...and the tiger flinched...on the nineteenth day she picked the second whisker and on the twentieth day she picked the third whisker...when she went back to the medicine man and told her what she had done and that she is ready for the answer now... the medicine man just told her...you have found the answer...you no longer need my help...and the woman went away confused and the next day her husband had changed and was...now a much calmer person...and there are times it is sensible to be angry, it can save your life...and times when anger can lead to unnecessary harm...and you can follow the feeling of anger back through time as if following its root back to where that pattern of responding with anger developed...and you can take time to settle on the memory or memories where that problem began...take time to explore those memories...was the anger expressed in those memories...was it right and natural that you felt that anger back then...and you can leave that anger back then...and some people find when they follow the anger back, they discover memories where anger isn't the dominant emotion...I know someone who struggled with anger, they followed the anger back into their past and discovered memories of being bullied...when they thought about these memories they had always thought about them as being anxiety memories...now they properly focused on them...they realised that although they were scared in those memories, they were also angry, but couldn't act on that anger...and now they have recalled the memories properly, putting the anger in its place and realising that it was only natural to be angry back then in those memories...the anger passed and was left back there...and you can learn from this and...find the answer...taking all the time you need over the next few minutes...Now...(pause for about 3 minutes)...

Improving the nervous system

That's right...and as you continue to listen to the sound of my voice...your

unconscious...can begin to work on a deeper level...your unconscious...can begin to focus on the nervous system...and as your unconscious begins to get right down to a microscopic level and work on analysing and working through the nervous system it can begin to make any necessary repairs or overcome any blocks...and...your unconscious...now...can also begin to work through the settings in the various aspects of the nervous system to ensure that all responses from each part of the system works harmoniously with all other parts of the system...with each part of the system ensuring it can respond to stimuli and signals just the right amount...and each neuron in the mind and body and each nerve cell can be checked and it can be a time-consuming task over the next few minutes to work through every single nerve cell in the entire mind and body... almost like carrying out an MOT or service check...and there are cells of vital importance to those neurons that outnumber the neurons and hold an important role and they can undergo a service check as well...and the neurons associated with sensory information processing...the neurons associated with motor or movement-based processing...and neurons throughout the central nervous system and any connections can all be checked to ensure they work correctly and any damage can be worked on and the pathways can be checked over to ensure clear free running and transmission of messages...and you know when you hack a path through a forest it always seems difficult the first time...after you have been through that path many times it is easy to follow and find...and you know flowing water always finds the easiest way through and water is a soft substance yet it can erode rock...and cut channels and pathways where previously there weren't any...and your unconscious can understand what I say in a new way...in a way you don't consciously understand...and you have a sympathetic nervous system that controls the fight or flight response and a parasympathetic nervous system that controls the relaxation response and...your unconscious...can ensure these systems are in balance...in the same way that Goldilocks liked things just right...and you know more about your own nervous system on an unconscious level that either I do or you do consciously...and you can now take as long as it needs to take over the next few minutes to honestly and fully work through the nervous system to ensure it is working as optimally as it can throughout... (pause for about 3 minutes)...

Improving the endocrine system

That's it...and as you continue to relax in your own way while you listen to the sound of my voice your unconscious can begin to take a journey through your

endocrine system...it can take a journey through the whole mind and body and through all related systems...organs and processes...it can work through, ensuring that chemicals and hormones are able to be released in the correct quantities at the correct times...and your unconscious...can *learn from this journey* about how...you can help yourself in ways that are unconscious and unexpected...and we all need a recharge from time to time...we all need to make sure that things are working properly and that we can respond instinctively in the correct way at the correct time...and *your unconscious now*...can honestly and fully take time to make sure your mind and body are working in harmony with you...and you can be curious on one level if you will notice any of the positive benefits straightaway...and while *your unconscious*...works on all that it needs to complete, my voice will drift off into the background...(pause for about 3 minutes)...

Improving the digestive system

That's it...and while you listen to my voice and relax with each breath...your unconscious...can begin to explore an adventure through the digestive system... and it can start with the mind...and start with the thought processes and the neural pathways and neurons that control the digestive system...and your unconscious can work through this process healing where necessary as it goes... and that part of you can take as long as it needs to complete this fully...while I will continue to talk to you...(pause for about 1 minute)...that's it...and as that part of you continues on its healing journey it can begin to work through the whole digestive system...and I wonder what kind of a dream or mental adventure it will create for you as it carries out its work...some people find they start to imagine a journey of being in a car, travelling along motorways and down smaller roads and windy roads...and you are just enjoying the view and enjoying the journey...and other people imagine something completely different...as your unconscious...now...works fully and honestly outside of your conscious awareness...and that part of you can check everything necessary to ensure the experience is a smooth one and to ensure all related and relevant organs are also working fully and correctly and processing as they should...and you don't have to know how any of...this is taking place unconsciously...you can just wonder whether you will notice the improvements straightaway or not... and you can take as long as you need to do this fully and honestly over the next few minutes...(pause for about 3 minutes)...

Improving the circulatory system

That's it...and you can make changes without even realising...and with each breath you take I'd like to have you get a sense of breathing in a healing light... and I don't know what colour that light is...and as you breathe out you can get a sense of breathing out problems...blocks and impurities...and as...you breathe in that healing light...you can get a sense of it passing down into your lungs... and as it does it can begin to *cleanse and heal...*and that cleansing and healing can continue as that healing light continues on its journey...and that light can fill the lungs and permeate each and every cell...healing and repairing...and that healing light can continue to follow the route into the blood and throughout the body...and be absorbed by the body...and it can take as long as it needs, to fully and honestly work all the way round the body, removing any blocks in the circulatory system and adding extra healing resources to anywhere they are needed...and you can wonder consciously whether you will notice the positive changes straightaway or whether you will notice them more over time or whether you will even attribute the positive changes to this work your unconscious is doing here for you now...and you can take as long as you need over the next few minutes to make all the necessary changes...and in the same way that a broken arm only needs to be put in plaster once to allow the healing to occur over time...so that healing light only needs to start the healing once for that healing to continue and complete over time...(pause for about 3 minutes)...

Overcoming Irritable Bowel Syndrome (IBS)

That's it...and now as you continue to relax I would like to talk to that part of you that has been responsible for developing that old IBS response in the past... and I would like to thank that part of you that created that in the past for taking its time and energy to help to convey an important message...and you know now...you can stop...and think of a new more pleasant way of getting that message across...and I know you have all the skills and abilities to...develop that new response...in a creative manner...and I wonder what it will be...and many people remember the frustrating experience of trying to untie knots...and the harder you try to...untie the knot...the tighter the knot seemed to get...and many people have learnt that to...untie the knot...they need to...relax and take things slow and easy...and carefully they can...untie that knot...and sometimes trees grow large in a garden and need to be removed and you can think long and hard about how to remove that tree or you can worry about what will happen if

you don't remove the tree or you can take action...hire someone to help you remove the tree carefully branch by branch until it is level with the ground...and then carefully dig out the roots one at a time...before planting a wonderful healthy flowerbed...and your unconscious can understand things in a way you consciously overlook...and you can wonder whether you have had IBS for the last time...or whether you may have it once...twice or even four times more... before...you never have it again...and you know change can be so quick when...change happens instinctively...and you can get splashed by a car and you know to avoid puddles when you see a car coming forever into the future... and that happens instantly without any thought...and you can learn and...heal yourself...that quickly...here and now...and you can discover that any discomfort, pain and bloating will disappear and be a thing of the past...each and every day your bowel habits will continue to improve...and you can be curious how you will notice this...and this will continue on into the future with each movement...continuing that improvement until there is no more room for improvement...and you can have a sense of controlling how much water passes through a dam to continue the flow of that river downstream...and you can control that flow just right...to ensure a smooth and gentle flow of water down that river...and once that river is flowing gently and relaxed and just right...you can leave that flowing at that rate and sit on the river bank...enjoying listening to that water smoothly flowing passed...feeling the warmth of the sun on your face and hands...as you rest there...relaxing...feeling so calm...as you gently rest those hands on your stomach and lie back in the warmth of the sun...feeling that warmth in those hands...the calmness and relaxation...noticing how calm the breathing is...and the warmth of those hands comforting your belly...and over the next few minutes you can take as long as you need to make all the necessary changes to ensure that old response and old problem remains just as a distant memory...and I don't know whether you will have all the work completed before the end of the session or just after the end of the session or tomorrow or next week but all of the necessary changes can be completed and in place over the next few minutes while my voice drifts off elsewhere allowing you to work fully and honestly on an instinctive level...(pause for about 3 minutes)...

Boosting the immune system & fighting infections

That's it...and as you listen to me a part of your mind can begin to access your immune system on a deep level...to...begin to help it to *recognise and fight infections and illnesses* better...and it can learn from messages coming from the

external world and understand that not everything that is different or alien is bad...and some things are actually on your side and there to help you to...fight the true invaders...and consciously, you can think about what you wants help to fight...and what you want left alone to do its job...and fighting infections efficiently and effectively...doesn't mean that the immune system needs to become hyper-sensitive...it can become appropriately sensitive...in the same way that many unnecessary allergies are caused by a hyper-sensitivity...and your unconscious...can understand this...and a part of you can now travel through the body placing a coloured substance or marker on all those bits that need eliminating...and I don't know whether that part of you will place the markers on the relevant places from the feet up or from the head down...and as that part of you responds in its own unique way...you can wonder how quickly positive change will occur...and you can begin to have a sense of the characters of the immune system patrolling your body, like organised teams of soldiers patrolling a city, keeping the streets clear of trouble, checking in on houses they pass and recognising when something doesn't seem right...and going and investigating...and if they find that they need additional support, they call in reinforcements, wait for those reinforcements to arrive, before tactically dealing with the threat and resolving the situation, before then sending the reinforcements away and continuing their patrol...and sometimes...they find that they are requiring reinforcements more frequently and so they increase the numbers on patrol and have teams of reinforcements on standby who they can call upon rapidly when needed...and you can have a sense of this playing out within your body...and some of the soldiers are specialised for infiltration...they can sneak in to dangerous situations and bring down and dismantle enemy bases and hideouts and neutralise enemy threats where those enemies have hidden in the homes of others...before they know what has hit them and before they have had time to warn others...and they can block all communication as part of their co-ordinated attack to prevent the enemies being able to communicate to others and warn others about what is happening...and they can block and monitor everything incoming and outgoing...preventing food and water and messages from passing in or out of enemy lines...and while...change occurs on a deep instinctive level...I will guieten down in the background...and you can take as long as you need to honestly and fully...make all the necessary changes...over the next few minutes...(pause for about 3 minutes)...

Increase fertility

That's right...and you can...begin to learn instinctively...how...it is possible... to...increase fertility...and you don't have to know consciously how...you do that now...because the necessary changes can all take place on an unconscious level...and I don't know which changes will be physical changes and which will be psychological changes...and whether consciously you will be aware of any of the changes or whether...all the changes will happen outside of your awareness...and a part of you can instinctively go through all of your life history and experiences resolving negative emotions and blocks that were relevant to maintaining that old fertility response...and you don't have to know consciously what is going on unconsciously...it can just take place instinctively in its own way...and you know it is interesting...the harder you try to do something the more difficult it becomes...and the more desperately you want something the more elusive it becomes...and unconsciously you can focus energy on helping yourself to...correct any physical or biological blocks to effective fertility...and I don't know whether you will reach the peak of fertility in one weeks' time or in 6 days' time or in 9 days' time or sooner...and when you do you can feel uncontrollably compelled to appropriately act on this moment...and you know some seeds can fall in a desert and remain dormant for years...and any observers would assume that the dry and barren desert has no life...yet when even a single drop of rain comes the desert begins to flourish with life...as the seed soaks up the drops triggering new growth...and even if the soil isn't ideal to grow in...that new life takes hold and grows...and water from one place can develop into a rain shower elsewhere...and if there is significant energy exciting the rain drops it can turn into a torrential downpour or a beautiful and powerful thunderstorm... and cactus plants grow in the desert despite the lack of rain...and they can grow up big and strong...and these desert plants live in a stressful environment yet they still appear and grow and survive...and in locations with heavy rainfall and very little stress life flourishes and grows easily and effortlessly...and your unconscious...can learn how to generate fertile soil and keep the conditions just right...and you know...life grows...in places that seem inhospitable...and... your unconscious...now...can integrate all that is necessary...your unconscious...can integrate changes in the mind...in memories...in beliefs...in the way you respond to stress and in the body...in all parts of the reproductive system and the reproductive process...and in each relevant cell in the body...and as...change happens...taking as long as is necessary over the next few minutes...I will quieten down in the background...(pause for about 3 minutes)...

Treating psoriasis

That's it...and as you continue to relax I will talk to you...and as I talk to you, you can listen...and while you listen your unconscious can begin to make changes throughout the mind and body...and your unconscious...can make these changes by checking to see what changes need to occur...and your unconscious...can start deep within the cells of the body and gradually take it's time to work from deep within the cells to how the body fights infection and whether this is happening appropriately all the way up to how you respond to stressful situations...and while your unconscious...does that I will talk to you in the background about the different causes of psoriasis...and some psoriasis has been known to have a genetic cause...and this genetic cause doesn't always lead to psoriasis...sometimes it can lie dormant until a stressful event brings it to life...and in the same way that stress can bring it to life...relaxation can turn it off...some people have overactive white blood cells that normally fight infection but because they are too active the chemicals they release make the skin cells multiply too fast...and they can normalise themselves...normally skin cells go through their life cycle every 30 days...yet in psoriasis that is caused in this way they can go through their life cycle in 3 to 6 days...and they can...relax...and often the way the person responds to stress can start or maintain psoriasis...and I don't know whether you will respond differently to situations as the psoriasis disappears or whether you will think you are responding the same whilst the body responds differently as the psoriasis disappears...and your unconscious now...can take as long as it needs over the next few minutes to...make the change happen...and it can be like a snowball being rolled down a hill or a stone thrown in a pond...and I don't know whether...the skin will clear...during the day or during the night...and whether you will notice it in the morning or in the evening...when you wake up or when you go to bed...or whether someone else will be the first to notice...and whether it happens quickly over the next day or two or whether...the change happens...slowly over the next few days...and you can be curious to...discover that for yourself...and I don't know what the experience of the psoriasis disappearing will be like for you...whether it will be like that psoriasis falls away leaving clear fresh, healthy skin, or whether it fades gradually, or seems to just wash off over a short period of time...and the skin can remain relaxed, even at times of stress...as you learn to effectively manage stress and anxiety...(pause for about 3 minutes)...

Self-awareness process

That's it...and you can be curious about awareness...what does awareness really mean...what does awareness mean to you...what can you learn by ... enhancing awareness...and you can begin to get a sense of drifting and floating up above yourself and see your life unfolding from the past to the present to the future... and you can observe how you respond to those around you...and how others respond to the way you respond to them...and sometimes we say and do things without really knowing the impact of our actions...and you can observe the impact of your actions...and you can get a sense of how you fit in with the world around you...how you influence the world around you...and you can discover more about yourself as a human being than you knew you knew...and you can be aware of every little action and interaction and the consequences of those actions both positive and negative...and you can really begin to know yourself on a deeper more fundamental level...and you can delve deeper in to what makes you, you...what your beliefs are...what your traits are...what your skills and abilities are...what annoys or irritates you...and you can learn something about yourself and how you can apply your discoveries to being the person you want to be in the future...and you can explore your role in the story of your life...what your role is...how you will be remembered at the end of your story... what character you play in the story of your life...and my voice is just going to drift off in the background for a time and when it does you can begin a process of self-exploration and discovery...and I don't know whether this will happen quickly or slowly and whether you will have conscious awareness of this happening or just unconscious awareness...and the longer my voice remains distant the deeper and deeper into the experience of self-awareness and discovery you can go...and you can do that...Now...(pause for about 5 minutes)...

Self-acceptance process

That's it...and you can begin to explore your own natural ability to...accept yourself...and to...accept yourself...is to be comfortable with who you are as an individual...and you know every blade of grass in a meadow looks different on close inspection yet together a meadow can look beautiful...and you know the one thing all people have in common is that all people are unique...and I wonder what will be the trigger that makes self-acceptance possible...and you can step back and view your life...and as you view your life you can wonder how you got here...and you can look back over your decisions and wonder how they have shaped who you have become and who you will be developing into...and

mistakes are unplanned lessons...and I wonder what you can learn from your mistakes...and how this learning can help to enhance your own selfacceptance...and accept yourself for who you are...and as you review the past you can learn about the future...what will it mean to you to have selfacceptance...how about being accepted by others...how will...things change... and a part of you can instinctively explore these areas...and you can learn and you can understand and you can imagine a positive role model that accepts themselves...and what is different about that person...what do they do...how do you know they accept themselves...and you can be curious about what changes will occur that lead to...you accept yourself...and curious to discover how this affects who you are as a person and what will be different about the way you interact with others and develop over time...and I wonder if you can be curious about how people accept each other and put each other's faults aside...and how they manage this...and your unconscious now...can take as long as it needs over the next few minutes to make all the necessary changes on an instinctive level to...discover how to accept yourself...and find that change happens...as I quieten down in the background...(pause for about 3 minutes)...

Enhance intuition

That's it...and I wonder if you have ever had the experience of just knowing something but not knowing how you knew it...or just having a sense of something but not understanding where that sense came from...and your unconscious understands...and your unconscious understands how this happens...and have you ever looked back and thought to yourself that you saw a situation developing...and your unconscious can learn from these types of experience...and that instinctive part of you can now begin to draw up on all of these resources where you have...experience a heightened state of intuition... and you can begin to integrate this into who you are at an instinctive level...and there are times when you may not want to be so intuitive and times when you want to...crank your intuitive abilities up to their full potential...and to...become instinctively intuitive...you can begin to develop the ability to...notice patterns...and...notice fine detail...and you don't have to consciously know...you notice these things...it can happen unconsciously and instinctively all by itself...and you can take as long as you need over the next few minutes to really deeply integrate all that is necessary into creating the required changes to instinctively enhance your intuition and you can learn from past experiences where intuition was enhanced naturally and you just knew things...and you can

be curious how much your intuition will increase and at what point it will become noticeable and whether anyone else will notice and if they do I wonder what they will notice...(pause for about 3 minutes)...

Forgiveness process

That's it...and as you continue to drift in this journey my voice can continue with you as a comforting part of your experience...and as you just go with this now... you can continue to *enjoy this process of change*...and just be aware of a bench off in the distance...and you can have a sense of walking towards that bench... and allow yourself to sit down comfortably on that bench deeper and deeper into the experience as you sit down on that bench...and just look around and notice the view from that bench...notice what you can see...what you can hear...and notice what it feels like...sat on that bench there...and then you can have a sense of drifting up out of your body...drifting up out of your body and floating over and settling down behind some bushes off to the side of that bench so that you are looking over at that you sat on that bench...and notice how much more absorbing the experience can be...with that curiosity looking at that you wondering what is going to happen next...wondering who is going to come over and sit next to you...and as you look over at that you sat on that bench...get a sense of somebody coming over...you don't have to know exactly who that somebody is...but somebody wanting forgiveness...somebody who is wants to be forgiven...watch that you over there on that bench doing what they have to do to forgive that person who sits down with them...and as well as being aware of that you sat over there with that person they are about to forgive...you can also be aware of something odd that happens...a light seems to come up off the shoulders of that you there...up into the sky...just seems to lift as that forgiveness is given...and you know one of the greatest strengths is to have the strength to be able to forgive somebody for whatever they have done...and just get a sense of watching that you over there forgiving that person that has sat down with them...I don't know if they are sat a few feet away or if they are sat right beside each other...just watch what happens as that...you forgive that person...watch the positive outcome of it...watch how you know the moment...they are forgiven...and then just get a sense of how you know that you there has finished...forgiving that person...notice how you know they are now happier as a person...get a sense almost like you have got x-ray vision and you can see into them...and you can see that the way your genes are expressed are changing to calm relaxed settings...that not only has that you done

something good for your mind...but also for your body...and for those people that that you interacts with...that's it...and then as this you over here watching that you over there just get a sense of thinking 'wouldn't it be nice to know what it felt like for that you over there to do what they just did'...and as you think that to yourself have a sense of drifting into that you over there before that other person had come out and joined them...and perhaps there are butterflies in the stomach from anticipation because you know someone is about to come out and join you and you know you are about to forgive them...and you can be nervous about what it is going to feel like...how that pleasant feeling is going to happen when you forgive that person...what it is going to feel like to have that light lifting off of your shoulders...what all the physical changes throughout your body will feel like...and changes in your mind...so discover a sense of that person coming out and sitting next to you and asking to be forgiven...and have a sense of forgiving that person and letting go...yet remembering you are not forgetting, you are forgiving...you are allowing them to own their own problem and live with what they did...and you can know that within yourself you are making the right decision leaving them with any guilt and leaving them holding full responsibility for their own actions...and after that light has lifted off of your shoulders and that person has got up and walked off...have a sense of leaving the bench and all that behind you as you drift deeper into your mind to learn from this experience preparing to exit trance with a pleasant change... (pause for about 1 minute)...

Finding inner peace process

That's it...and as you continue to relax...in a moment I'm going to quieten down in the background...and when I do, you can begin to *find true and honest inner peace*...and when *you find that inner peace* you can be curious how it will translate into your everyday life...and it can have a deep influence throughout your mind and body...and the interesting thing about silence is its healing nature...not just healing physically but also its ability to heal you mentally and spiritually...and as I go quiet it can seem like you are walking through a door into a room of nothingness...into a room where the walls absorb sound preventing any echoes...and in that place of peace it can seem like you are a mind floating in space without a body...and as you drift and dream and float... with each breath...you can be aware of sounds without hearing them and be here as a body whilst you remain there as a mind...and you know when you sleep and dream...you completely and comfortably separate from physical reality for a

while...and the more silence you experience the more inner peace you can discover...now...(pause for about 5 or more minutes)...

Developing assertiveness

That's it...and I'm wondering whether you would be able to say no to me...and how you know when someone is assertive...and I wonder how you know the difference between assertiveness and aggressiveness...and I would like you to get a sense of a person in your mind that is assertive...a person you know shows no signs of aggression at all...someone that is kind and caring and supportive... someone that thinks about others and how they can be helpful to others...and as you think about them just get a sense of what they look like...get a sense of how you know they are assertive...perhaps you can be watching them in action... what is it they do that lets people know they mean what they say...how do they behave...what body language do they use...what is their tone of voice...what words do they use...how do others respond to them...if you turned up the volume to that person's internal dialogue what do they say to themselves...really explore how that person does assertiveness...now watch that person being assertive as if they are standing in for you...watch them in future situations in your life and watch how those situations go differently to how you thought they would if it was you dealing with them...that's it...now take some time to start those future memories again...only this time step into that person so that you are seeing what they see...hearing what they hear...and feeling what they feel...and experience being them in the future...and notice what it feels like to experience things in that way with those responses...what it feels like to be assertive...and as you take time to experience a wide range of future situations you can spot a mirror and see that that person is actually you and has been the whole time...and that that you has learnt from that other person how to respond assertively...and before you integrate that ability to be comfortably assertive, fully into your life I'd like you to take some time to look into the future at situations you don't want to be overly assertive...because there are situation where it is best to hold back or negotiate more or allow others to be assertive with you...and a whole range of different situations and circumstances...and you can take some time to explore those and how you would like to respond in those situations and then explore those situations where you can comfortably and appropriately be assertive... that's it...and now you can just take as long as you need to make this assertiveness instinctive...and you can also draw up all past successful experiences of being assertive and take as long as you need over the next few

minutes to honestly and fully instinctively integrate this assertiveness...now... (pause for about 3 minutes)... (It is important to have included psychoeducation within the therapy to ensure that the client understands the difference between assertiveness and aggressiveness and the differences in behaviours and attitude and has practiced this within therapy sessions and perhaps seen assertiveness demonstrated).

Overcoming addiction

That's it...and you can overcome addiction...in your own unique way...and in your own time...and you don't seem like the kind of person that likes to be bullied and pushed around...and you can learn deeper ways of responding...and a part of you can explore what had been keeping that addiction going...it can explore whether it is a pattern of behaviour where the cause is back in the past and no longer applies but has left behind a habit...or whether the addiction had been your own form of therapy where it was meeting a need or helping you in some way...and you know sometimes when a child gets a new toy they stop playing with their old toy...and they haven't lost the old toy...they still know where it is...they just don't want to play with it anymore...and I wonder what new healthy toy you will get...and all the changes that will happen will be in accord with who you are as a person and will have a positive influence on yourself and those around you...and you have experience of not having the old addiction...you have the experience of living life differently...and I wonder how...that old behaviour will become redundant...and that old addiction has been bossing you around...it has been manipulating you on a deep level...it has been controlling you and influencing your mind and decisions...and it is time to take back control...and you don't have to know how to do this consciously as the changes take place on an instinctive level...and the benefits can be achieved in new and exciting ways...and I'd like to thank that part of you that was kind enough to create that old addictive behaviour back when it was the only solution or the best solution you thought was open to you...and now would like your help to develop this new and healthy response that will enhance your life and the lives of others around you in ways that may not immediately be obvious...and all the necessary changes can happen fully and honestly from breaking old unhelpful patterns and processes to getting needs met in healthier ways...to developing new behaviours and patterns and building on strengths and resolving issues and moving forwards...and your unconscious can do that in your own unique way... now...(pause for about 3 minutes)...

Hay fever relief

That's it...and now on an unconscious level you can begin to change the sensitivity settings to particles getting in the nose...and you can dull down the sensitivity...and your unconscious can begin to learn how to...respond appropriately...and your unconscious knows fully and honestly exactly what it needs to do to...stop that old response...and it can...do that now...in its own way...and it can take all the time it needs to...make those changes...and while...your unconscious makes those changes...you can begin to wonder how life will be different...what will life be like...how will...you notice the difference...who else will notice and what will they notice that lets them know...you have stopped having that old hay fever problem...and what other knock on changes will occur...what will you be able to do that you previously hadn't been able to do...and you can fully and deeply explore these ideas...and really honestly imagine them in the future and how life will be without that old response...what a difference it will make...and while a part of you does that another part of you can make all of those changes on an instinctive level...and you know a car alarm set too sensitively is really irritating and needs to be reset more appropriately...and as you make all the necessary changes to that instinctive and unconscious part of your mind I will quieten down in the background...and when I next talk to you, you will be just beginning to finish up making all of those necessary changes...(pause for about 3 minutes)...

Enhance orgasms

That's it...and I don't want you to experience too much pleasure just yet...really save it for when the time is right...and when sexual experiences begin I don't want you to experience too much pleasure too quickly...really hold off and wait until...the time is right...and it is important that you don't...overdo taking on board my suggestions...but take them on board just right...because it is all too easy to...overreact or be taken by surprise...and find you didn't wait...and you know that an intimate part of your body can blush strongly and uncontrollably when certain areas are touched...and any old blocks created by old experiences can become detached from those intense blushing moments...and those blushing moments can happen at a time you want to feel pleasure or excitement or love... and you can instinctively discover those areas that get touched to trigger that intense blushing...and I want you to really try hard to wait at least a week before letting that blushing occur...and when that intense blushing occurs I wonder

what feelings you will discover that go with it...and the area that experiences that intense blushing can significantly increase in sensitivity...and the mind can feel deeply connected to those experiences...almost like...you enter an orgasm trance...and with each breath you take in that special way whilst you have sexual thoughts in mind deepens and focuses that trance...and the longer...you try really hard not to let it happen too quick...the deeper into that trance you go...and you will discover how long you can experience that pleasure for...and your unconscious can take this time now to make all the necessary changes honestly and fully on an instinctive level while I quieten down in the background...(pause for about 3 minutes)...

Overcome premature ejaculation

That's it...and it is possible to enjoy feeling things without acting on that feeling...and you know how to hold back whilst having fun...you know how to keep the punch line until the time is right...and I know you know how to hold off ejaculating by 1 second...and you know that would be easy and I know that would be easy...and I bet you could even hold off ejaculating by 3 seconds or 5 seconds...and you have been giving this compliment and you can compliment yourself on that...and you know some people struggle to ejaculate and they try and they try and they find it really difficult to do...imagine that...going for much longer before you can even manage to ejaculate...and your unconscious knows how to increase the duration of pleasure...and you can become so absorbed in the pleasure you forget you are supposed to have ejaculated...and you can start slow and not get too absorbed into the experience of the pleasure because you don't want to be going too long yet before ejaculating...and you can focus all of your attention on all the ways you can please the other person and get pleasure from pleasing the other person and really try hard not to get too drawn into the experience of pleasure and forgetting to ejaculate...and your unconscious can now take as long as it needs over the next few minutes to honestly and fully integrate all this information at an instinctive level while I quieten down in the background...(pause for about 3 minutes)...

Overcoming insecurity

That's it...and as you continue to relax you can begin to create a deep and meaningful change...and that change can develop from the inside out...and with each breath you take, that change can continue to grow...and you can wonder

what it is like to live in security to live with a sense of feeling secure in yourself...and living in security where previously there was insecurity can be an experience...and your unconscious can begin to make the necessary changes on an instinctive level to enhance that sense of feeling secure in who you are as a person...and you can learn how to feel secure in relationships and what it is like in secure relationships...and secure people in secure relationships can develop securely...and a deep part of you can develop all the necessary changes that will ensure you are secure in yourself and in your relationships...and that you remain calm and clear thinking...and you can explore what life will be like when...you feel secure...in yourself and in relationships and with those around you...and you can explore what you will feel like in situations that in the past would have made that old you feel insecure...and you can notice what you say to yourself and how you say that to yourself...and notice how you behave and what others will see and hear that would let them notice...change has happened...and what other differences does this change make to your life as you continue to...grow up...and...develop...and...discover this new you...and as you take some time to honestly and fully explore how feeling secure and being a secure person changes your life for the better...the instinctive part of you...that part of you that learns to respond in certain ways all by itself...that part of you can begin to take as long as it needs over the next few minutes to update fully and honestly all of your future response and make all the necessary changes to...make those future changes reality...(pause for about 3 minutes)...

Heal ulcers

That's it...and you can begin to learn how to soften on the inside...and relax... and as a part of you learns how to...manage stress in a new way...you can wonder what changes you will notice...and a part of you can review your diet and what changes, if any, are needed...and in studies, when people have had the option of eating anything they want and they get that insight that certain foods or drinks lead to unpleasant effect they instinctively stop consuming those foods or consume a correct moderation of those foods...and when you experience stressful situations I wonder whether you will naturally discover yourself breathing in a new way or whether you will discover the muscles in your body instinctively relax comfortably...and your unconscious can send soothing and healing to where that is required...and that soothing and healing can take the time it needs to wrap up and protect that area and treat that area with your own internal natural healing processes...and you can begin to learn on an instinctive

level how to *prevent the occurrence of ulcers in the future*...and you have a lifetime of experiences...of many examples of times when you haven't had ulcers and your unconscious can learn what is different about those times...and how it can apply all that knowledge to the present and can give you a present here and now...and your unconscious can now take as long as it needs over the next few minutes to learn and integrate into the instinctive part of you all the necessary changes to help you...*change quickly*...and help you to know how to respond in the future...(pause for about 3 minutes)...

Enjoy everyday sensory experience

That's it...and as you wake up in the morning you can wonder how much you actually experience...imagine what the world would be like if viewed for the first time...and what those first few moments in the morning would be like as you open your eyes and perhaps notice how bright the light is...and notice the subtle shades and colours around you...and imagine how enhanced life would be if your senses were turned up...and you know it is possible to...heighten your senses...as if on a scale of 0-10 normal waking state of awareness is at a 5...and you can turn your senses all the way up to 10 in pleasurable and everyday experiences...fully and honestly enhancing your own personal daily pleasure... and your sense of touch can increase in sensitivity and your sense of hearing and your sense of vision...and I don't know what differences you will notice...will sounds be clearer...will you hear a wider range of sounds...will you be able to notice individual notes...will you be able to recognise different smells...and appreciate finer detail in smells and tastes and colours...and I wonder what other changes you will notice as you begin to...enjoy everyday sensory experience... more fully...and really...notice the difference...as if every day you wake up intensely happy to be alive...enjoying life...and you can truly and honestly explore the power of your mind in ways you could only dream...and all the changes can happen with intense pleasure...and you know some people take drugs to enhance their senses...and all these drugs do is activate what is already there...and you can activate what is already there using the power of your unconscious mind...and really explore new possibilities and change...and you can be curious how much enjoyment you will get out of this...and I remember a boy that was hypnotised to increase his sense of touch and he ran his fingers over a smooth sheet of glass and thought it felt like sandpaper...and he then had his sense of smell increased and was asked what was in the hypnotists hand and he could smell the mint in the hypnotists hand from the back of the room...and there is even more...you can *achieve now*...and in a moment I'm going to quieten down and when I do your unconscious can make all the necessary changes to...*make this happen*...and it can happen fully and honestly in accordance with who you are as a person and in a way that enhances and benefits your life and the lives of those around you...and you can take as long as you need over the next few minutes to fully and honestly make all those changes on an instinctive level...now...(pause for about 3 minutes)...

Overcoming procrastination

That's it...and they say the hardest part of...doing things...is actually to just...get up and just do them...and we all have something that motivates us... something that makes us think I'm just going to...get on and do it...and as you think now about what you feel is a *pleasure* to do...and get a sense of where that image is in your mind...and get a sense of whether you are viewing the image as if you are there...seeing what you see...hearing what you hear...and feeling what you feel...or whether you are looking at that image and can see yourself in the image...and you can get a sense of how bright or dim the image is...how much contrast and colour is in the image...whether the sound is clear and as you hold that motivational image in your mind you can begin to notice a small dot in that image and rapidly as you notice the image disappear that small image of what you find you have been procrastinating about will rapidly enlarge and come forward to fill this image...and all that will be changing is the image...in the same way that when you change the channels on a TV all that changes is the image...the setting for the sound...the colour...the brightness and all the other setting remain the same...and you want all those motivational setting to stay the same as you watch that image shrink down and disappear with the new image appearing almost instantly...and you can do that...now...flashing up that image that started as a dot while the main image shrinks...that's it...and now really take some time to look at this image and notice how it makes you feel different... more motivated to take action...and I wonder what else makes you...more motivated to take action...and you know how to...start new things...and find yourself...compelled to carry them out...and you have a life time of experience of...achieving new things...and I wonder how you did...and your unconscious can draw upon all of the resources you have used throughout your life to achieve things...and your unconscious can agree to stop that old procrastination response...and to signal that it has agreed it will open your eyes at the end of this session...and it has the whole session to think about whether it agrees before

making that decision...and it will only make that decision if it agrees to honestly and fully stop that old behaviour...and it can find ways for you to step back and put things into stages and to prevent any feelings of feeling overwhelmed...and it can increase the need to start new things and fulfil tasks...and your unconscious knows what sort of a person you would love to be and how you will become that person...and you can take some time to explore in your mind what will be different in the future...who will notice you are getting on with things and achieving things...what differences will it make to your life...what positive differences will it make to the lives of others...and you can...achieve things for yourself...and while your unconscious takes all the time it needs over the next few minutes to fully and honestly integrate all the necessary changes into the instinctive part of your mind I will quieten down in the background...(pause for about 3 minutes)...

Enhancing concentration

That's it...and you can discover ways to...enhance your concentration...and as you begin to get into a situation you want to...concentrate fully...in you can find yourself instinctively shutting out and ignoring distractions and gradually focusing more and more on what you are doing...and it is interesting how the more you focus on paying close attention to every little thing you do the more you shut other things out and...enhance concentration...and there is no need to try to...enhance concentration at those times you need it...because for concentration to occur fully...it just develops by itself...and whilst...that concentration develops by itself...you can just focus your attention on finer and finer detail about what you are doing...and if you are reading you can focus on what that voice in your mind sounds like...and how the eyes move...and what they feel like as they move...and what speed that reading is occurring at and if you are reading a book...what do the pages feel like...what do they feel like and sound like to turn...and you can focus down onto finer detail...and as you do...your concentration will increase...and all of this will unconsciously...and you can tell yourself 'if I notice distractions, then I will ignore them'...and you can say that to yourself and absorb that idea...telling yourself that if you notice distractions, then you will ignore them...and in appropriate situations you can prepare in advance to concentrate...you can get the mind-set first and set up the situation and make sure the situation has as few distractions as possible and take a few moments to really focus internally perhaps on breathing or the feeling of the air as it flows through the nose...then

when you have prepared...you can concentrate fully and effortlessly...and I'd like to have you take a few moments just to think about those times you have entered that state of concentration...even those times it was for just a few seconds...and there are thousands of times in your life this has happened automatically without you being aware of it...and you can begin to gather up all of those times and learn from them how...your unconscious knows how to concentrate fully...and it can be instinctive...and automatic...and you can begin to get a sense of how you will know...you are concentrating fully in the appropriate situations in the future...if I was a fly on the wall watching you concentrating how will I know...what will I see...what behaviours...what body language...what will I hear...how does...concentrating in those times in the future...make thing different...what are the positives of that...how does it impact on your life and the lives of those around you...and you can now take as long as you need over the next few minutes to fully and honestly make all the necessary changes on an instinctive level to ensure you can easily and effortlessly concentrate in the necessary future situations...(pause for about 3 minutes)...

Focus meditation

That's it...and you can now begin to prepare to *experience a focused state of meditation* and in a moment a single short word or letter or sound will come to mind and when it does you can begin to focus on it...and you can begin to focus all of your attention on that sound...and once that sound is in your mind you can begin to say that sound to yourself and you can stretch that sound out to fill your outbreath and *allow your mind to be empty on each in-breath...* and as you make that sound to yourself in your mind you can... *just observe...observe without judgement...* and just observe the full range of that sound...what colours come to mind...how the sound reverberates...how the sound is associated with certain feelings...and really just... *observe what comes up in your mind* yet focus on ignoring all distractions and associations and focus on repeating that sound with each outbreath...and *continue that...* and if your mind wanders bring it back on track and... *focus on that sound...* and with each breath out you can become... *deeper and deeper absorbed...* (pause for about 5-10 minutes)...

Loving kindness meditation

That's it...and just begin to get a sense of the heart beating...begin to notice that

it isn't just blood being pumped around the body...notice how there is a healing loving light flowing through the body and mind...and notice how this energy is pulsating with each beat of the heart and beginning to radiate out from the self... and as you observe that energy flowing out notice how that loving kindness begins to interact with the energy of others...it begins to feed in pleasure and healing and a connection with those that it touches...and get a sense of that loving kindness being transmitted into the hearts and souls of every living being...allowing you to see and connect with the inner beauty of others...and in a moment I will go silent and when I do the transmission of healing loving kindness can intensify...and you can begin to absorb the loving kindness given off by others...and you know what it feels like to be truly and unconditionally loved...and as you begin to recall that now while that heart continues to beat you can intensify that feeling of loving kindness...and you know what it feels like to love truly and deeply...and as these thoughts of all the times in your life you have felt a deep sense of love and all the times you have felt deeply loved you can take that feeling...feed it in to your heart and allow it to be pumped out into the world around you...and this loving kindness that permeates you and spreads out from you can continue indefinitely...and you can see inner beauty...and there is a story about a Buddhist monk...and he went to a temple and took his new expensive shoes off at the door...after he had finished praying he returned to the door only to notice his shoes were missing...the monk calmly left the temple and went home...when he arrived home he was asked where his shoes were...and the monk replied that they were taken...he was asked didn't that make him angry...no...replied the monk...I can only apologise to the thief that I have created...had I not worn such expensive shoes I never would have tempted a less fortunate person to feel the need to steal...and you can discover how every unkind act leads you to feel a sense of compassion and understanding and loving kindness to others...and silence can intensify that...now... (pause for about 5 minutes)...

Overcoming nail biting

That's it...and as you continue to relax you can begin to learn new ways to respond...and up until now you had felt it was necessary to eat those nails...and you hadn't felt it was necessary to...enjoy a new experience...and a part of you can drift back into the past to a time before that problem began...and as it drifts slowly back forwards in time it can settle on all relevant memories and begin to...remove all emotion from those memories...and I don't know whether the

unconscious will do this with your conscious awareness or without...and that part of you can then continue forwards until it reaches the present...which is given in the here and now...and in the future...you can begin to experience memories where in the past you would have ended up biting those nails...and you can notice how this time things go differently...and I wonder what will be different and new...and you can notice how calm you can be in those future situations that in the past would have led to that old nail biting behaviour...and you can mentally rehearse dozens of future situations that in the past would have led to that old nail biting behaviour...and notice what is different...and notice how you know...you are responding differently...and what you can see and hear and what it feels like to be calm responding differently...and what do others notice...how do they know things are different...and you can really learn on an instinctive level from this experience...and find that in the same way that a dropped plate that breaks doesn't suddenly jump back and fix itself neither does that old behaviour when...it becomes this new response...and while I quieten down in the background your unconscious can programme all the necessary changes into the instinctive part of your mind...and you can take as long as you need over the next few minutes...to do that...now...(pause for about 3 minutes)...

Change that problem now (generic problem resolution script)

That's it...and as you think about what life will be like in the future...now... when that old problem has gone you can *explore what that is like*...and as you explore what that is like I wonder what will be different...and you can...notice those differences and notice what life is like without that old problem...and you can get a sense of what you do differently...what will someone else see if they are watching you...how do you feel...what does someone else hear...and how do those changes impact on other people in your life...and you can get a sense of being a long way off in the future looking back and reminiscing on how you achieved success and overcame that old problem...and whether you had any brief relapses or just remained problem free...and while I go silent you can take as long as you need to really fully and honestly explore how that change occurred...what led to you overcoming that old problem...how long it took you to fully overcome that problem and whether there were any difficulties that you had to overcome...on the road to success...and all those changes and all that is relevant can become a part of the instinctive part of you by the time I talk again

and you can also drift back from that future position at the same time as... finishing all that is necessary to *overcome that problem*...(pause for about 3 minutes)...

Warts removal

That's it...and you can get a sense of a vast land...and on that land are a number of invading forts...and you, as the commander of the army, have been given the task of destroying those invaders...and you can learn from this on a deep unconscious level and put into practice what you learn...and there was a case in the past where a hypnotherapist thought a boy had an extreme case of warts and the hypnotherapist removed the warts before discovering that it was actually a genetic disease and should have been impossible to cure...yet...the cure happened...and there was a case of someone being thought to have hysterical blindness...and the therapist used hypnosis to treat this...after a number of sessions the man was beginning to see again...and when he went to a neurologist it was discovered that he actually had brain damage and so should have been impossible to cure yet he was now seeing...and hypnosis has been used for centuries to *cure warts...* and sometimes the hypnotist has just suggested...those warts will vanish...the skin there will grow back clean and clear and new...and the warts have vanished...other hypnotists have been a bit more vague and suggested...those warts will vanish...and I don't know whether it will happen this week or next week or within a month...and...the warts vanish...and others will tell stories and the clients unconscious picks up on the patterns and understands the stories on a deep level and makes those changes to...get rid of the warts...and I don't know which option you will respond best to...and it can happen automatically...and you know the commander can send in an army to attack the invaders and overpower them...or the commander can stop the food supply getting to the invaders so they gradually run out of fuel and die...and I don't know what option you will choose...and how will things be different once they are gone...and I don't know whether it will be as if...they just fall off...or whether it will be as if...they fade away...and...change happens...all the time... it is just a matter of how and when...and I wonder how you will behave differently...and if there are any underlying causes behind those old warts being there then a part of you can drift back and tackle those underlying issues...if there are any memories associated with the creation of those warts...your unconscious...can remove all negative emotion from those memories whilst maintaining any important learning...and that part of you can go all the way

back outside of conscious awareness to the beginning...to when the warts first appeared and what specifically caused them and how you can...now move forward...and you can take as long as you need over the next few minutes to make all the necessary changes on an unconscious instinctive level...and be curious how quickly *change will begin* and what you will first *notice that change happening*...(pause for about 3 minutes)...

Help with meeting basic emotional needs and using their innate skills correctly

To give and receive attention

And while you continue to relax I wonder what you are thinking...and as you think those thoughts a part of you can begin to...create change...and your unconscious...can begin to deeply consider new possibilities about how...you will find ways to honestly compliment as many people as you can each day... and I don't know whether it will be three people or five people or seven people or more or maybe even four...and each day you can look to find something you can do that will make someone else feel good without doing it to get anything out of it yourself...and it can be something as simple as smiling more or holding a door open or asking 'can I help you with that?' and helping...and there may be occasional days where opportunities don't arise...and you can relax at these times in the pleasant knowledge that you are helpful when the situations present themselves, while looking after yourself at these times as well...and you can make all the necessary changes and decisions to allow yourself to take some time to do this...(pause for about a minute)...

Mind body connection

And as you relax, you can continue to think those thoughts and a part of you can begin to...create change...and your unconscious...can begin to deeply consider new possibilities about how...you will pay attention to the mind and body...and the mind and body are interconnected and influence each other...and when you inhibit sleep your intelligence and ability to carry out mental tasks reduces...so what is happening to your body affects the mind...and when you worry excessively and get stressed you struggle to sleep...and so your mind affects your body...and when people take drugs or alcohol or smoke the chemicals

affect the body and these changes change the mind...and when people suffer depression or anxiety these create chemicals that change the body...and when you eat healthy the body stabilises...blood sugar levels stabilise...other internal chemicals and processes stabilise and work more efficiently...leading to greater alertness and clearer thinking...and when we laugh and find things funny and think about things that make us happy, that releases the body's natural opiates and feel good chemicals into the blood and creates many other positive physiological changes...making the body healthier...more likely to reduce sensations of discomfort...improve sleep...improve health and wellbeing and improve the ability to handle situations and improve the functioning of the digestive system and sex drive...and I don't know what changes you will make to make sure the mind and body develop a healthy interaction and a healthy influence on each other...and you can wonder how this will happen or just discover it happening all by itself...and a part of you knows what changes you as an individual will make to...create change now...(pause for about a minute)...

Purpose and goals

And you can discover something previously unknown about a future change and whilst you are here in this state of mind you can be a key catalyst of the new change...and you can begin to plan things in the future...and I don't know whether you will plan what you will do each day or what you will achieve each week or just what you will achieve in a month or year...and you can... now...discover what you are good at...and you may never have previously even realised...and a part of you can discover that now...and I don't know whether that part of you will allow the conscious part of you to share in its discovery or if it will wait a while before sharing that discovery...and your unconscious can begin to get a sense for how...you can start to write lists about what needs to be done each day or what you would like to achieve each day...week...month...or year...and as...you begin to achieve...you can mark off all the successes and see just how much of that...you will achieve...and I wonder whether...you will achieve...50% of what you set out to achieve...or 75%...or 100%...or another amount entirely and I wonder whether...you will begin to achieve...and then...discover you change your mind...set new goals and targets...or whether you will just stick to what...you set out to achieve...and I don't know what types of things...you will set to achieve...whether it will be everyday tasks like...tidying up...planning the weekly shopping...planning what to eat at meal times...or whether it will be things like...achieving at work...like setting what needs to be done daily and ticking off each item as...you achieve it...or maybe

setting a dream that you will achieve and how...you will achieve that...and when by...and setting a time scale for each achievement...and ticking off each stage as...you achieve it...and you can take some time to integrate this new way of thinking into the instinctive part of your mind...(pause for about a minute)...

Belonging to the wider community

As you continue to drift and dream you can wonder about how you can enjoy getting something new out of life...and the part you play in the world around you...and for a tree to grow it needs good soil and water and nutrients and sunlight and other plants around it and animals...and without these the tree doesn't grow up big strong and healthy...and it doesn't just need any plants or any animals or any amount of sunlight or any nutrients or any type of soil...it needs to ensure that the soil is just right for the type of tree it will become...it needs to be in a location so that it will have just the right amount of water and sunlight...and it needs plants around it that work with it so that they get the right amount of support and shelter whilst offering something back to the tree in return...they will supply the tree with appropriate nutrients and protection and will work together...and the animals need to also help the tree...they need to be drawn to the tree for what the tree has to offer and in return they take on board seeds and pollen and freely and willingly carryout tasks for the tree...and together they support each other...and your unconscious can understand on a deep and meaningful level what I am saying...as you take some time now to...integrate all that...(pause for about a minute)...

Stimulation and creativity

That's it...and we all need to...feel a sense of stimulation...and we all need to...be creative...and it doesn't mean we all need to become artists or musicians or to fill our lives will exciting experiences...it is more fundamental than that... we all need to find ways to...feel a part of the world...around us...and to feel we all...make a contribution to the world...around us...and creating stimulation can be as simple as taking time to read every day or to learn something new every day or to fill your day with a number of activities...if you sit in a room all day and do nothing you can get bored...if you sit in a room for a few hours a day and spend the rest of the day going out for a walk...reading a few chapters of a book...listening to music...watching a programme on TV...meeting up with a friend...playing a game for an hour or so...cooking a meal...phoning a friend or relative...planning a holiday...all of these are stimulation events...they are all

small events that fill a day with stimulation...and there are many more you can think of...and it is important to *develop a variety of stimulation events* rather than just one or two and creating and thinking about stimulation events involves creative thinking and developing new ideas...and...adapting to life...and your unconscious can take as long as it needs over the next minute or so to develop these ideas creatively into your future and build on them...(pause for about 1 minute)...

Understood and emotionally connected to others

And you can learn something now about how you connect with others around you...and how you help yourself to be understood...and there are times you are more understood and times you are less understood and times you feel close to people and times you feel a little more distant...and your unconscious can integrate new learning and understanding about how you connect with people in a unique way...and sometimes it can seem like you or others are speaking a different language...and that you could do with a translator...and your unconscious can act as a translator and you may not even realise...and we communicate on many levels and to be understood we have to pick up on many levels of communication...and as you listen to people you can really focus and learn and develop with what they are communicating to know how to put what you want to communicate into a way they will understand...and you can understand through communication and discovery and learning...and when you are around someone that spends time breathing like you and spends time using similar words to you and similar categories of words to you and spends time smiling...yet much of this is so subtle you don't consciously notice...you can find yourself feeling deeply emotionally connected and feeling all of your senses and emotions lighting up with pleasure...and you can form appropriate emotional connections with those around you...and you can learn to recognise the signs that allow you to know when to approach and when to back off...and when you approach a wild horse you know you are no threat and you know you just want to get close to them but if you approach too fast or approach looking aggressive or threatening the horse runs away...if you take time and approach at the right speed paying attention to the horse so that if the horse begins to show any signs of being uncomfortable you slow down...if they appear more comfortable you can speed up...until eventually you reach the horse...and you know if a horse approaches you for food or for petting you should feed or pet that horse and even horses can make the mistake of pushing their luck even though they have been fed or petted...and you can learn more from this than you

realise on a conscious level...(pause for about one minute)...

A sense of control and independence

That's it...and it is natural to want to have control...and sometimes people can feel too in control of what they have very little control over...and other times people can feel too out of control of what they actually have more control over... and you can begin to learn about how much control you have in different situations...and some people crave control and suffer when they can't control those things you have no control over...and others wish they had more control and feel they don't have control because they are trying to control those part of the experience that they have no control over...and if someone jumps out of a plane with a parachute on they have no control over the falling...they will continue falling...and if they want to try to control that decision they will get stressed and fail...they do have control of how they fall...where they fall...how fast or slow they fall...and when they slow the fall down...and they can pull the cord and release the parachute making the fall comfortable and controlled...and survivors in prisoner of war camps had no control over whether they were tortured or not...and the survivors all took control which helped them survive... they took control of what they could control...they took control of how long they went before screaming or what they spent their time thinking about...and they often thought about getting home to see loved ones...and too much control leads to problems forming...like obsessive problems or superstitions where people try to control things they have no control over and then the problem gets out of control and so they try to control things more...and by letting go and thinking...do I have real control here...and only controlling what is in your control...leads to an improved future...of change and discovery...and you can control how you act and behave and you can't control other people or inevitable events...and you can focus your controlling efforts on those areas you can control and control them in a way that positively benefits you and those around you in a way that enriches and enhances lives...(pause for about a minute)...

Tolerating uncertainty

And as those eyes move in that way you can begin to explore ways you can become comfortable with a certain amount of uncertainty where it is appropriate and explore those times there has been uncertainty and pleasure and you can learn on an unconscious level how to increase comfort in situations where you don't know the outcome or how it will go or where you are only in control of

yourself and how you react in that situation...and you don't want to react in uncertain way that makes it appear you have lost control and you can react in a way that displays true honest unconscious control...and you can programme that into your neurology now...(pause for about 2 minutes)...

Helping the client challenge their emotional thinking

And as you continue to listen to me you can begin to learn how you can...step back in your mind...and how you can...learn to step back in your mind in future situations...and how this...stepping back in your mind...can allow you to get a new perspective on a problem...and in situations in the future you can...step back in your mind...and see the wood for the trees...and you know it is easy for a football fan watch football on a TV and shout at the TV and know the player should have passed the ball...yet the player who is the expert didn't notice the opportunity because they were in the game and too busy focusing on not losing the ball...and you can learn from this how you can...change your mind...and develop in new ways...(pause for about 2 minutes)...

Transferring natural resources, skills and strengths

That's it...and you have all the resources and skills you need at an unconscious level based on all of your life experiences and as you *relax here and...now...*you can begin to...*learn unconsciously...*how to link skills...resources...and abilities from one area of your life to other areas of your life...and you don't have to know how...you do this...it can happen automatically...as you take time to *drift deeper and deeper into this state...*(pause for about 2 minutes)...

Managing attention

Drifting deeper and deeper...that's it...and you know some things make us become absorbed while other things we just find we can't concentrate on...and as you listen to me talking you have been learning how to...manage attention... on an unconscious level...and you know if there was an emergency your attention would be fully on that emergency...and you know on an instinctive level how to...manage your attention...and can really master...managing your attention...and you can discover that changes to how...you manage your attention...occur automatically over time without any effort on your part...and you can take time now to let that integration take place fully and honestly... (pause for about 2 minutes)...

Using creative thinking and thinking of alternative viewpoints

And you know there is often more than one meaning to an event or situation and your unconscious can instinctively begin to offer you different meanings to situations that could in the past have caused distress...I remember the story about the driver that was driving along the motorway when someone cut them up...they were fuming but then they started laughing....and another person was driving down a motorway and they got cut up and were fuming...and then they behaved differently...and on a quiet country road a Porsche and a Ferrari crashed into each other causing lots of damage to the vehicles...yet the owners started laughing...and why did people respond in such odd ways...well the first person to be cut up saw the driver of the car in front wave and recognised her as a good friend...the second driver that was cut up noticed what looked like a distressed pregnant woman in the back seat of the car and was now more concerned that the person gets to the hospital quickly and the two expensive cars that crashed turned out to be a brother and sister and the brother had bought the sister the Ferrari as a present and they saw the funny side of the incident as noone was hurt and it was at a slow speed...and you can now take time to learn on an unconscious level how to hold multiple view points and understandings and different meanings of situations and how different meanings can lead to different feelings and different reactions and decisions...and you can take some time now to work out how this applies best to you and how this can help you to improve in the future...(pause for about 2 minutes)...

Reorienting Back to the Room

Exiting hypnosis now

Generally, I would only tell the client when to exit hypnosis if we were short of time in the session. Normally my preferred option is to allow the client to exit hypnosis when they are ready rather than because I told them to. This also allows for the therapy and the client deciding to open their eyes to be linked together so that you can suggest something like 'and when you know instinctively that all the work is complete you can drift out of hypnosis and open your eyes' this then links the eyes opening with acceptance of all the work being completed.

That's it...and you can now just take a few moments to allow yourself to get a sense of drifting back into that chair...and I don't know whether you will take 4, 5, 6 or 8 breaths to fully re-orient back to the chair...before you then start to work your way back along the route you took into hypnosis...and as you do, you can unconsciously ensure that all the new re-programming has been installed throughout the mind and body in every cell and neuron...your unconscious can honestly and fully integrate all your new learning into that deep and instinctive part of your mind while you continue your journey back to the here and now... and I don't know how much of what is there will be left there as you continue back and how much you will bring back with you...an it is interesting how much you know you can be aware of while you are sat there in that seat...and you can now find yourself working all the way back away from that state to the here and now becoming more aware of sounds around you...of me, of what you will be getting on with later and other random thoughts that start to cross the mind...and in a moment I'm going to count to 3 and on the count of 3 you can open your eyes and be fully back in the room...one...two...three...and open your eyes...hi now you came here to see how you are able to be helped and I asked you to close your eyes earlier...so do you have any plans for later...(have a brief chat then if you are going to set any tasks etc. you can do that before they go)...

Allow the client to exit hypnosis when they are ready

This is my preferred option as it gives the client control over the process and allows for the success of the trance work to be contingent on the client opening

their eyes.

That's it...and now as you gradually find your way back out of hypnosis you can take all the time you need to *ensure all the work is completed fully and honestly*...and only drift back out of hypnosis at the rate and speed that *all of the re-programming updates*...and when you have found your way back fully, all necessary changes will have happened on an instinctive level to allow you to open your eyes and come back to the room...(remain quiet while they take as long as they need to return to the room, once they are back in the room with their eyes open then say 'hi' and talk briefly about something irrelevant relating to before the session like how long it took them to get there then ask about if they have any plan for the rest of the day, then set any tasks and have some general chat to make sure they are very much awake now)...

Allow the client to drift off to sleep

This ending is included for those that want to make self-hypnosis tracks for clients and feel that the client should be able to listen to the track at night and just drift off asleep. Some clients prefer this option with self-hypnosis tracks rather than being woken from hypnosis to then have to fall asleep; especially clients that already have difficulty sleeping.

That's it...and now as you gradually...drift off to sleep...you can take all the time you need to ensure all the work is completed fully and honestly...and only drift out of hypnosis and into a comfortable deep sleep at the rate and speed that all of the re-programming updates...and as your neurology updates you can find your way back fully out of hypnosis and into that relaxing sleep...and when you drift into a dream...all necessary changes will have happened on an instinctive level...and you can awaken at the appropriate time after your sleep...feeling refreshed and revitalised...(the client can then drift to sleep)...

Treatment Ideas

Gathering information

Hypnotherapy isn't all about the scripts. It's about good quality information gathering that can be useful to help move clients on. It could be that something you say or ask a client stimulates certain mental processes that lead to future change even if these questions weren't seen as part of the 'therapy'.

Many people I work with have often moved on considerable between talking with me and having the first session. Often by the second session things have moved on tremendously with the client having insight into their situation and understanding how to move forward resiliently.

Sometimes you need to find out what purpose the current problem is serving and work with the client to find an alternative solution (not all problems are currently serving a purpose but many are so it is worth checking out). From this discussion it may turn out that the client needs to learn something like how to relax or ways to manage stress before they will be in a position to move on.

If this is the case, you can explain this to the client and how this is part of the treatment plan. If you do this you can set a goal of the session for example to be to learn to relax and practice a specific technique between now and the next session. Then you can teach them a technique or skill and just give them a brief hypnotic experience.

You can then ask them in the next session what changes they have noticed and explore any changes they report. By getting a clear understanding of the client's problem and the solution they want, you can formulate your own ideas and suggestions that are specific to that individual.

When gathering information ask 'who, what, where, when, how' questions. You want to know as much information as possible about the structure of the problem and the aspects of the problem like does it always happen around the same people or in the same situations. You also want to know about the solutions so when doesn't the problem happen, whore doesn't the problem happen with.

Look for exceptions as these are often where you will find the solutions. Normalise the problem for the client so that they don't feel they are the only person that has that problem or that severity of problem. Scale the problem at the beginning (E.g. from 0-10) and then at each session, or most sessions and at the end of treatment. This will allow you and the client to chart progress. Find out

what the number they give means in sensory language. 'What does a three look like?' Then ask 'what stops it being one point lower and what would make it one point higher?' And where would they ideally like it to get to and what would all this look, sound, feel like, who else would notice, etc?

Ask the client for resources. Some of this would come from asking for exceptions but they may also have skills in other areas of their life like being able to be calm at work but not at home. So, you want that resource and can then explore how they can transfer it from one context to another and explore what is different that makes them able to use it in one context and not the other. Resources could also be family and friends or hobbies or interests. Things that can be used to tackle the presenting issue.

Ask hypothetical questions like 'If you woke up tomorrow and you no longer had the problem but no-one told you, what would be different? What would you see, hear, feel? What would others see and hear or notice?' From this, clients can begin to create solutions and begin to develop a mindset of noticing improvements and can also bring out more useful information and resources.

Task setting

Tasks can be a good way of helping the client to take what they are getting in the session out into the real world. Many clients do well in sessions but don't do anything between sessions because they don't realise that they can.

Tasks can take on a number of forms. You can set metaphorical tasks. These are tasks that have no fixed meaning and are vague so the client finds the meaning themselves. As long as they are issued with sincerity they can be very effective. For example, you could set a task of learning about cacti as a way of teaching a client that they don't need to drink lots of alcohol (cacti can cope perfectly well in harsh environments with limited water which could be a metaphor for someone coping well in a stressful life without resorting to heavy drinking). It could be having the client find a specific shape and sized stone on a beach, carry it around with them for a week and wonder what it means and then throwing it away at the end of the week (could be a metaphor for throwing away an old habit).

Metaphorical tasks can also work well if the metaphor was used in the hypnotic work. For example, if you used a metaphor like comparing a congested city to a clean and clear countryside you could have a task where the client spends a day in a city somewhere noisy and busy and just observes and then a day in the

countryside.

You can set tasks that alter the problem pattern in some way. It could be altering the time the problem takes place. So, if they always smoke when they answer the phone you can set the task of having them smoke once the phone call is finished. Any change to an established pattern begins to disrupt it and the longer the disruption goes on for the more impact it has on the pattern. In many cases if you can convince a client to alter their problem pattern and continue with this alteration, the problem often disappears.

You could alter the location the problem takes place. So, if someone smokes in a specific location you could have them smoke in a different location. You can alter the length of time the problem behaviour is carried out for. So, if someone takes three minutes to smoke a cigarette you could get them to agree to take 30 seconds or one minute or five minutes or ten minutes. This alteration is likely to become a chore and begin to add in extra feelings of not wanting to do the behaviour (the smoking, in this case). If you have got the client to agree to continue whenever they smoke then their only option is to stop smoking.

You could add in extra stages or change the order of the stages that are already there. Like having to run every time someone wants a cigarette; or having to count to twenty between each drag on the cigarette. These extra stages again create a chore and link a feeling of not wanting to do the behaviour. Even in situation where it isn't a chore it still disrupts the pattern meaning the pattern will never be the same again.

Getting emotional needs met

We all have emotional needs that need to be met to lead an emotionally balanced life. These needs include giving and receiving attention, having a sense of control in our lives, having purpose and meaning in our lives, having stimulation and creativity; and being aware of the mind body connection.

If we don't have needs being met appropriately we may seek out alternative sources to get them met. So, for a problem like smoking it could be smoking as a way of 'breaking the ice' when socialising. Or smoking as a way of making sure we take a break (to meet our mind body connection need). Or smoking to have a sense of control in our lives as everything else seems out of our control yet we can decide to smoke and when to smoke; or smoking to give us stimulation. So just one problem can have many different ways it needs to be treated.

If you can learn what need is being met by the problem that the client is doing

you can then address that need directly and as that need gets met appropriately in another healthier way, they automatically become less likely to continue with their problem and are more likely to find it easier to move on and keep their changes.

You can also set tasks that will put the client in situations where they will get their needs met appropriately and learn new ways to meet those needs. Or encourage clients to take up hobbies or interests that help them to meet their needs.

By listening out for innate emotional needs that aren't being met or are being met inappropriately you can dramatically speed up the time it takes to treat clients because you can have a greater impact on their life and on how they will continue to cope with life after therapy.

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